

S 551

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SIXTH

ANNUAL

CATALOGUE,



15 ✓  
THE FAIR PUBLISHING HOUSE,  
NORWALK, OHIO.





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# TO SECRETARIES AND OFFICERS OF FAIRS.



MESSEURS.—The annual round of the seasons again brings us to the time for the necessary contemplation of and preparation for the festival season of the American people, when they celebrate the glory of American thrift and culture, and the wealth of American productions and inventions in the characteristically American agricultural fairs.

To the managers of these institutions we announce our greeting for the sixth consecutive time, at each of which we have been able, profiting by the experience that has gone before, to increase the usefulness of our Annual Catalogue by extending the suggestions it contained and enlarging its list of instrumentalities designed to aid them in the work of conducting their exhibitions.

This is the only house in America that makes a specialty of fair goods alone, or has anything like a complete line of them, and its success may be attributed to the fact that it was instituted by one who was thoroughly versed in the business of conducting fairs and possessed the ingenuity to apply good business principles to the establishment of proper rules and methods for transaction of their business. Not content, however, with primary success during the five years, an aggressive study has been made, not only to maintain the prestige already secured, but to continue to achieve results that would further add to the popularity of the goods that were being offered for sale. How well we have succeeded the following pages, supported by testimonials from our numerous customers, will testify.

The prominent features of our goods are their simplicity, accuracy, convenience and labor saving qualities, which added to their low price, makes them regarded not only desirable, but indispensable to every energetically managed fair. Many of the supplies we offer will save the sum we ask for them to the user in a single year, in the help otherwise necessary that they will dispense with, and are so simple and conducive to correctness that to those who use them an error is next to impossible. They are declared by the testimony of the many societies that use them, to be "a long felt want" in the transaction of their business, saving them a large amount of disagreeable toil and vexation, and securing them a desirable accuracy they had never before obtained.

Our goods our offered upon their merits, and an examination of them cannot fail to disclose enough strong features to recommend them. Besides we are ambitious to maintain the reputation of this most perfect and economical line of fair goods, and our customers can always rely in giving their orders to us, that they will receive excellent workmanship, good stock, full count, fair treatment, and prices that are entirely consistent with the work.

At this modern day the public has learned to have a discriminating taste, and as in any other enterprise, the character and capabilities of a society are measured by the methods and materials they employ in the conduct of their business. The value of an advertisement whether upon a Poster or Bill, a Letter Head, Envelope, Business Card or Ticket, depends largely upon its adaptability and attractiveness, and though the printer have the materials from which to make it, and they are not properly used, or if the materials be wanting, or the work coarse or unclean, or lacking in style, the favorable impression which appearances should give will be entirely lost.

The fact that we are doing a large quantity of this kind of work, enables us to know what styles are the most popular, and a thorough experience and knowledge of the applicability of the work to the purposes for which it is to be used, fits us for making it in every particular, and our patrons may reasonably expect a superior article of us.

Our prices, though they may not be as low as may be given by the incompetent amateur, who only asks a pittance for his otherwise valueless work, or the cheap printer who uses abominably poor ink and paper, and whose printing is, if possible, worse, are much lower than are charged by reputable printers throughout the country, for the class of work they engage to do. Poorly adapted or inferior work is in no sense economy, and we believe, that all business men will deem it better to get a good article of us, at our prize, than to pay a higher price, or any price at all for inferior work, elsewhere.

We are aware that a supposed good policy often induces societies to patronize home printers, and rather than to go elsewhere they put up with a very inferior article. But it will be seen that our goods are largely specialties, which either local offices are unable to make from want of equipment or stock or dare not make by reason of the sole right to print them being vested in us by reason of copyrights and patents. For this reason our business does not greatly conflict with the home printers. Besides this to relieve secretaries and purchasing committees from any embarrassment in appearing to antagonize their local printer, we place no imprint upon our goods except such as is required to protect our franchisees and no one will know the source from which those come that are bought of us.

Our past dealing with the fairs has been very pleasant to us, especially as they have shown a substantial appreciation of the efforts we have made in their behalf by a liberal purchase of our goods. It is a matter of special regard to us that those who have become acquainted with us, and have used our goods one year have invariably returned to us the next, and then with increased orders, a rare testimonial to their substantial character. In our last annual catalogue we announced that we had the names of over four hundred societies upon our books as patrons, a showing over which we felt gratified. We now announce with feelings of pride, that the number increased in 1886, and now reaches nearly seven hundred, and includes many of the state and large district fairs, East and West, the managers of which, capable men, are loud in the praise of our goods.

Our present catalogue contains nearly double the number of pages of any former one, the labor saving office conveniences and appliances as well as several other items being introduced for the first time.

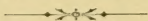
Our house has been recommended in the past by its patrons, as the best place in the land to obtain fair goods, and we can assure those who have use for such goods that the standard of merit, will not now be lowered. Our facilities are ample for dispatching of a large amount of work with promptness, and those who send us an order can rely upon receiving the courtesies due them.

Respectfully Submitted,

THE FAIR PUBLISHING HOUSE.



# SUPPLIES FOR AGRICULTURAL FAIRS.



Admission Tickets of Every Desirable Style and Variety.

The Revenues of our Fairs are derived largely from fees for admission, and unless the Ticket Department is properly conducted, the Society can be easily taken advantage of through ignorant or corrupt employees, or dishonest patrons, much to its financial loss. Regarding this fact with due importance, and the co-existing fact that the practices as to methods of charge and admission differ widely in different localities, we have given the ticket question a most extended study, and have endeavored to devise appropriate forms of ticket to destroy the opportunities for speculation and imposition upon the Society, and also such as are fully adequate in extent to meet the demands of the various rules and regulations that are in vogue in different places.

## OUR PATRONAGE.

Our, trade coming as it does from every quarter of the United States, and embracing in the aggregate two-thirds of all the fairs that are held, enables us to become conversant with the different methods of procedure in use, and to which added

## OUR EXPERIENCE

enables us to discern what methods have the best adaptation, what styles are most popular, and what goods are the most satisfactory. So much so that we can assure our patrons, that when properly used, our tickets possess in the highest degree the very essential qualities of SECURITY and ACCURACY.

## CHARACTER OF TICKET WORK.

The form and style of execution of our ticket work gives it an *individuality* peculiar to itself, by which it can be readily distinguished from work of this class done by others.

The SPECIAL DESIGNS we vary each year, give our work a distinctiveness.

The TICKET STOCK, giving the purchaser a wide variety of colors and being adapted to the purpose for which it is used, is highly gratifying.

The work *neatly executed* in the latest and most appropriate styles of type, and in a variety of colors and tints, cannot fail to gratify the taste of the most exacting, and these things combined, render

## COUNTERFEITING

too expensive to be profitable to those who might feel disposed to attempt to impose upon a society by getting up and privately disposing of tickets so similar to theirs that detection is impossible. We also give

## THE LOWEST PRICES,

as by purchasing our stock of card boards, etc., used in them, in large quantities, and having the best of facilities with which to work, and an experience that enables us to labor economically, and rapidly, and doing so large an amount of it, we are enabled to make the most engaging prices to our customers. Besides we

## EXERCISE THE STRICTEST CARE

in filling orders for tickets. No one except our employees are allowed about our press rooms, except under the strictest surveillance, and as soon as tickets are printed, they are removed to a private room, and kept closely under the supervision of the person in charge, who is made responsible for their Safe Keeping while they are being numbered, and otherwise prepared and packed for shipment.

This strictness is regarded as necessary to avoid complaints as to the accuracy in count with which the orders are filled, and to prevent a single one of the tickets getting into circulation from improper sources, as they often do, from local offices, much to the loss and annoyance of the Societies, through the speculation of employees.

## NEW DESIGNS FOR 1887.

An examination of the accompanying samples, will show new and costly designs that we have secured to use in 1887, entirely changing the identity and prominently distinguishing our tickets from that of former years, as well as from the work of other printers.

# SINGLE ADMISSION TICKETS.

Societies usually put tickets upon sale at the gates, grand stand, and other places about the grounds where money is taken for admission fees, the variety of which includes such as

**General Admission Tickets, Adults and Childs; Grand Stand Ticket, Horse and Horse and Vehicle Tickets, Assistant's Tickets, Meal Tickets, etc.**

THE SIZES of these tickets can be various, but that given in the accompanying diagram, Form 1, is most used and is adopted by us in filling all orders which do not specify something different.

## Form 1, Plain Card.

**ADAMS COUNTY FAIR.**  
ADAMSVILLE.  
**ADMIT ONE.**  
SEPTEMBER 16-20, 1886.  
JOHN ADAMS, Sec'y.

## TWO KINDS.

We make the tickets, Form 1, either plain or consecutively numbered as may be preferred.

**PLAIN CARD.** This ticket is like the form given, and orders for them are put up accurately, in bunches of 100 tickets each.

**NUMBERED.** This ticket is put up like the plain card, but each ticket is numbered, the number of tickets form-

## Form 1, Numbered.

**JEFFERSON DRIVING PARK,**  
**CHILD'S TICKET.**  
JULY 4-7, 1886.  
ANDY JACKSON, Treas.

184

## Form 2.

**WELCOME HOME FAIR.**  
**COMMITTEE DINNER TICKET**  
JAMES PEABODY, President.

## Form 3, Pass.

**PASS** ST. MARY'S FAIR.  
THIRD DAY.

## Form 4.—Pass.

**GRAND STAND.**  
**RETURN CHECK.**  
SECOND DAY, SEPT. 9, 1886.

ing a series, from one to the number used, so that the number of tickets sold at any time can be seen from the number upon the first unsold ticket. The number is printed upon the end of the tickets where 184 appears upon the diagram.

Societies that desire to keep a rigid account with their ticket sellers, unless they use our Safety Tickets, will find this a convenient ticket, although the plain card ticket will answer the same purpose, except that the tickets in the bunches are not numbered, and they may also be rebunched and used again. These tickets are put up in bunches of 100 each, each differ nt form beginning at one, unless otherwise ordered.

## TICKET STOCK USED.

For plain or numbered tickets as above, we use a heavy card board manufactured expressly for the purpose, such as is used for the common Railroad Ticket of which we can furnish about

## 50 Different Colors, Stripes and Varieties

So that each different ticket can be readily distinguished by its looks, and there will be no need of duplicating the color that tickets have been in recent former years.

FORM 2 exhibits a size of tickets sometimes used for admission, meal tickets etc. We use this for a cheap class of work, where a lighter quality of stock will answer,

## PASSES.

We give diagrams of two styles of Passes, the size of which with that of Form 2 we have adopted, as being the most convenient for gate-keepers to handle and use. They are used principally at the gates and grand stands where persons who have entered, are allowed to pass out and return again without charge; and it will be found advantageous to have a different colored card for the passes that are used in the different places, and upon different days.

## PRICES OF TICKETS AND PASSES.

### TICKETS,

PLAIN.	NUMBERED.	PLAIN.	NUMBERED.
500 or less.....\$ 75	7000.....\$ 4 90	5 25	
1000.....90	10000.....6 70	7 25	
2000.....1 60	15000.....9 30	10 50	
3000.....2 25	20000.....12 00	13 50	
5000.....3 50	30000.....18 00	20 00	

### PASSES.

FORM 2 & 3.	FORM 4.
100.....\$ 40	\$ 50
250.....60	75
500.....75	1 00
1000.....1 00	1 50
3000.....2 50	4 00
5000.....4 00	6 00

CHANGES in reading matter 25 cents each in addition to prices above, but no charge for changes of color or stripe. In computing prices of tickets the number of tickets in the entire order is taken, and to the price for the aggregate, the price for changes of any is added.

If Numbered Tickets are wanted, so state in the order, as when directions to contrary are not given plain tickets are sent.



# CHEAPEST, BEST, AND MOST POPULAR TICKET IN USE. SAFETY TICKETS

EVERYBODY IS PLEASED WITH THEM.

PROOF AGAINST THE PECULATION OF DISHONEST TICKET SELLERS.

ACCURATE AND SELF COUNTING.

These tickets we believe to be far superior to all others, when their perfect adaptability and cheapness are considered. As shown by the accompanying drawing, ten tickets are made together upon one card, with a perforation between each, so that they may be torn off from one another readily in use, and each card has a stub at the top. These cards are put together in a pack, fastened through the stubs, so that there are

100 TICKETS IN EACH PACK.

The TICKETS on each card ARE NUMBERED by two sets of numbers, one from the bottom up, from 0 to 9, and the other from the top down, from 1 to 9 on the next to the last ticket. The STUBS on each ticket ARE NUMBERED by tens throughout the pack, at the top, and on the ends at the bottom, those at the top increasing, and the bottom decreasing.

The cards are made and put together, the stub of each being a little longer than the other, so that when all the tickets upon a card are removed, the lower end of the stub of the next succeeding card and its number, is visible, and by combining the number on the stub last visible, and the number on the last ticket remaining in a partially sold pack, the number of tickets sold from a pack is given, and by combining the number on the lower end with the number above it on the last remaining ticket the number of tickets remaining in the pack is given. Thus on the drawing, combining 30 and 6 on the left, shows 36 tickets sold, and 60 and 4 on the right, shows 64 tickets remaining in the pack.

The numbering device, for showing how many tickets remaining in the pack, in combination with numbers showing what have been sold, will not be put on the tickets unless SPECIALLY ORDERED

HOW TO USE THEM.

The seller holds the pack in his left hand and removes one, two or three tickets at a time as may be called for, and experience shows, that they may be handled more rapidly than single tickets, and more accurately, as they do not stick together. Like consecutively numbered tickets, they

SAVE THE WORK OF COUNTING TICKETS.

before and after the fair, and with a sufficient number to last through it, the counting during its progress. If properly put up, as we aim to have them, they are

ABSOLUTELY CORRECT IN NUMBER,

and the seller receives them understandingly, and with confidence, and no excuse except his error, can be given for a "short cash." If any doubt as to the correctness with which the tickets are put up arises, the count can be easily verified by an examination of the stubs, a feature retained by no other style of ticket. They are a perfect check upon the seller, and do away with any possibility of mistake and leave no ground for a dispute over what tickets were received or disposed of, or what amount of money should be reported. Besides, he or the officers may know at any time during the fair, and at a glance, just

HOW MANY TICKETS HAVE BEEN SOLD,

and ascertain how much money should have been taken in, without counting it.

They are also so cheap that any society can afford them, and we make them in such styles and colors, that they cannot be duplicated except at a great expense, rendering them safe from counterfeits. Our copyright gives us the sole privilege of printing this style of ticket.

TICKET WORDING.

We are obliged to set up ten forms for each lot of tickets printed, and the price is so cheap we are compelled to adopt such rules in regard to printing these tickets as will vary our forms the least. For this reason, at our regular prices, except for an order of some size, we only print the name of the fair, its date, one of its officers, secretary or treasurer, and the admission line upon these tickets, and the wording of the admission line is made as following:—

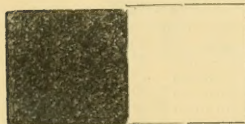
Admit One.	Child's Ticket.
Admit One Horse.	Admit One Horse and Vehicle.
Admit Two Horses.	Admit Two Horses and Vehicle.
Grand Stand Ticket.	

VARIETY OF COLORS AND STRIPES FOR 1887.

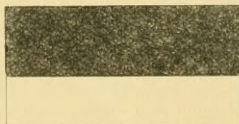
We have as heretofore ten different colors of card board upon which these tickets are made, but as many of our old customers will want something to change the identity from what they have used in past years, we shall furnish them upon

Striped stock, similar to diagram given below, the colored part of which we have, in blue, green, red and yellow.

STYLE A.



STYLE B.



Parties desiring tickets like the above can describe them by giving the style and their choice of colors, if any, thus: Style A, red, which would mean a ticket with red stripe across the end; or Style B, blue, which would mean a ticket with a blue stripe across the side.

Sold.	Left.
10	10
20	20
30	30
Brown County Fair.	
ADMIT ONE	
9	John Brown, Secy. 1
Brown County Fair.	
ADMIT ONE	
8	John Brown, Secy. 2
Brown County Fair.	
ADMIT ONE	
7	John Brown, Secy. 3
Brown County Fair.	
ADMIT ONE	
6	John Brown, Secy. 4
Brown County Fair.	
ADMIT ONE	
5	John Brown, Secy. 5
Brown County Fair.	
ADMIT ONE	
4	John Brown, Secy. 6
Brown County Fair.	
ADMIT ONE	
3	John Brown, Secy. 7
Brown County Fair.	
ADMIT ONE	
2	John Brown, Secy. 8
Brown County Fair.	
ADMIT ONE	
1	John Brown, Secy. 9
Brown County Fair.	
ADMIT ONE	
0	John Brown, Secy. 60
0	50
0	40
0	30
0	20
0	10



## PRICES OF SAFETY TICKETS.



Although there has been a considerable advance in the prices of materials; and the striping of tickets adds to their expense, yet we maintain our former unparalleled low prices.

1000 tickets or less \$1.00. Over 1000, for the excess of 1000 per M. 50 cents. Orders of 50,000 or more per M. 40 cents.

Changes in form to denote different days, or for different kinds of tickets 50 cents each.

Orders of 5000 will be allowed one change without charge.

### NAMES OF PLACES WHERE SAFETY TICKETS ARE USED.

This list only contains places using 10,000 or more tickets, and does not include one half of our patrons.

ALBIA, IA.	COLUMBUS, IND.	HOULTON, ME.	MARYSVILLE, CAL.	RIDGEWAY, MO.
ALLIANCE, O.	COXSACKIE, N. Y.	HARFORD, PA.	MIDDLEBOURNE, W. VA.	RALEIGH, N. C.
ANDERSON, IND.	CANAL DOVER, O.	HUNTINGTON, IND.	MEXICO, N. Y.	SARCOXIE, MO.
ANGELICA, N. Y.	CONNEAUT, O.	HILLSDALE, MICH.	MONTICELLO, IA.	SHELBY, MO.
AUDUBON, IND.	CARMI, ILLS.	HELENA, MONT.	MILLSBORO, PA.	ST. CLAIRSVILLE, O.
AURORA, IA.	CHESTER, S. C.	HICKSVILLE, O.	MILTON, IA.	SOMERVILLE, N. J.
ALBUQUERQUE, N. M.	DELAWARE, O.	HAMILTON, O.	MONTPELLIER, O.	SHREVEPORT, LA.
AKRON, O.	DEWITT, IA.	HARRDSBURG, KY.	NORWALK, O.	STAUNTON, VA.
ALBANY, N. Y., (State).	DEFIANCE, O.	HAMPTON, IA.	NEW CASTLE, IND.	STAFFORD SPRINGS, CT.
AGENCY, IA.	DUNKIRK, N. Y.	JANESVILLE, WIS.	NAPOLEON, O.	STONEBORO, PA.
AUBURN, NEB.	DELAVAN, ILLS.	JOHNSTOWN, N. Y.	N. MANCHESTER, IND.	SHELBY, O.
ANGOLA, IND.	DAYTON, O.	JUNCTION CITY, KAN.	NEWARK, O.	SANDUSKY, O.
ASHLAND, O.	DU BOIS, PA.	KITANNING, PA.	NORTH ADAMS, MASS.	SYRACUSE, NEB.
BUCYRUS, O.	DETROIT, MICH.	KNOXVILLE, IA.	NEOSHO FALLS, KAN.	SPOKANE, FALLS, W. TY.
BEDFORD, IND.	DOVER, DEL., (State).	KILMORE, IND.	ORLEANS, IND.	SCRANTON, PA.
BENTON, PA.	DALLAS, TEX., (State).	KNOXVILLE, ILLS.	OTTUMWA, IA.	SHARPSBURG, KY.
BELVIDERE, ILLS.	DANVILLE, ILLS.	KENTON, O.	OWENSBORO, KY.	TECUMSEH, NEB.
BUTLER, PA.	EUGENE, IND.	KEARNEY, NEB.	PLATTSMOUTH, NEB.	TOWANDA, PA.
BATH, N. Y.	ELDORA, IA.	LEXINGTON, KY.	PIPER CITY, ILLS.	TITUSVILLE, PA.
BOWLING GREEN, O.	ELDORADO, ILLS.	LANCASTER, O.	PORTLAND, ME. (STATE)	TROY, O.
BOWLING GREEN, KY.	EAST ENTERPRISE, IND.	LIMA, O.	PINCKNEYVILLE, ILLS.	TERRA HAUTE, IND.
BARNESVILLE, O.	EASTON, MD.	LEBANON, O.	PARSONS, KAN.	URICHVILLE, O.
BROOKVILLE, PA.	ERIE, PA.	LAWRENCEBURG, KY.	PAW PAW, MICH.	UNION CITY, PA.
BLOOMFIELD, IA.	FORT COLLINS, COL.	MT. PLEASANT, IA.	PORTLAND, IND.	UNIONTOWN, PA.
COLDWATER, MICH.	FLINT, MICH.	MERCER, PA.	PARIS, KY.	WICHITA, KAN.
CHELSEA, MICH.	FREMONT, O.	MCCOMB, ILLS.	PONCA, NEB.	WATERTOWN, CONN.
CORRY, PA.	FINCASTLE, VA.	MACON, MO.	PRINCETON, IND.	WAUKESHA, WIS.
CARBONDALE, ILLS.	FULTON, MO.	MOBERLY, MO.	PAOLI, IND.	WELLINGTON, O.
CHARLESTON, ILLS.	FOSTORIA, O.	MANSFIELD, PA.	PLYMOUTH, MICH.	WOODSTOCK, ILLS.
CARTHAGE, ILLS.	FINDLAY, O.	MARQUETTE, MICH.	QUINCY, MICH.	WASHINGTON, C. H., O.
CHARITON, IA.	FAYETTEVILLE, N. C.	MANSFIELD, O.	RUSHVILLE, ILLS.	WASHINGTON, IND.
COLUMBUS, O., (State).	GREENVILLE, KY.	MT. VERNON, O.	RICHLAND, IA.	WARREN, IND.
CHARLOTTE, MICH.	GREELEY, COL.	MCCARTHER, O.	RICHMOND, VA. (State)	WAUSEON, O.
CHILLICOTHE, O.	GALENA, ILLS.	MILLERSTOWN, PA.	RAVENNA, O.	WATERLOO, IND.
CATLIN, ILLS.	GRENSBURG, IND.	MT. VERNON, ILLS.	ROYALTON, VT.	WABASH, IND.
CANTON, N. Y.	GOLDSBORO, N. C.	MEXICO, MO.	RED OAK, IA.	WASHINGTON, PA.
CHAUTAUQUA, SP'GS. KAN.	GRAND FORKS, DAK.	MCLEANSBORO, ILLS.	RANDOLPH, N. Y.	YORK, PA.
CAMBRIDGEBORO, PA.	GREENWICH, O.	MARYSVILLE, MO.		YPSILANTI, MICH.
CANTON, IND.	HUBBARDSTOWN, MICH.			
CORYDON, IND.				

### POINTS TO OBSERVE IN ORDERING.

**KIND OF TICKETS.** If you want Safety Tickets for small lots, specify it, as we make small card for all orders of less than 1000 not otherwise specified, and numbered tickets are not furnished unless so ordered.

**COLORS WANTED.** When different directions are not given, each distinct kind of admission ticket ordered of us, such as adult, child, horse, etc., is made of a different color or shape from the others in the order, so that it can be readily distinguished at the gate, and nothing need be said as to colors, unless certain ones are wanted. But if a ticket is only to be good upon the day for which it is sold, the number of tickets that are wanted for each day should be given.

**DATING TICKETS.** When tickets are only to be good upon the day for which they are sold, the expense of changing the forms to designate the different dates can be avoided by using the words "good for this day only" and the distinction of color maintained. Dates except the year, are not put upon tickets unless so ordered.

**OFFICER'S NAMES.** When no name of officer is designated to be placed upon the single admission tickets, that of the secretary or person making the order will be used.

**SEND COPY.** It is always best to send copy of what is wanted, but when it is not done, we get out tickets in conformity to these rules, and the dictates of our best judgment, for errors of which we do not become responsible.

Goods to be paid for after the fair, are sold only with the understanding that if the society does not take in funds enough to pay its expenses, they are to be paid for first from what funds are received.

# SEASON TICKETS.

SEASON TICKETS ARE USED FOR A VARIETY OF PURPOSES, SUCH AS

Exhibitor's or Membership Tickets. Family Tickets, Complimentaries, Stockholder's Tickets, Boothmen's Tickets, Assistant's Tickets and the like.

We make them upon an extra quality of Bristol Board, the printed matter being of the size shown by the following diagrams, unless otherwise ordered, and where tickets are ordered for different purposes, always change the color of the card when the choice is left to us.

## Form 5.—ORDINARY TICKET.

\$1.00	<b>FAMILY TICKET.</b>	\$1.00
8th	<b>ANNUAL FAIR</b>	1887
MASON, DIXON CO., KY., SEPT. 1-5, 1887.		
Issued to.....		
NOT TRANSFERABLE.		
This ticket admits the person whose name is on the face, his wife, and children under thirteen years of age, during the fair.		
No.....	WM. MASON, Pres.	JOHN DICK, Sec'y.

## Form 6.—LIMITED TICKET.

<b>BROWN COUNTY FAIR,</b>		1
BROWNSVILLE, KY.,		2
SEPTEMBER 1, 2, 3, 4 & 5, 1886.		3
<b>EXHIBITOR'S TICKET.</b>		4
TENTH ANNUAL EXHIBITION.		5
Issued to.....		
NOT TRANSFERABLE.		
Good only on the days denoted by the uncanceled figures,		
FRED Q. PETITE, Prest.	W. L. LANGTON, Sec'y.	

## Form 7.—COMMUTATION TICKET.

1	2	3	4	5
TENTH ANNUAL		WINDYVILLE		SEPT. 1-5, 1887.
* AGRICULTURAL AND MECHANICAL FAIR. *				
<b>MEMBERSHIP TICKET</b>				
ISSUED TO.....				
Good for as many admissions as there are uncanceled numbers in the margin.				
JOHN D. LONG, President.		S. O. SHORT, Secretary.		
6	7	8	9	10

## FORM 5—ORDINARY TICKETS.

The common Season Ticket is shown in Form 5. It gains admission for its owner at any time during the fair by his presenting it at the gate. The only disadvantage in such a ticket is that it can readily be transferred by a dishonest owner to one not entitled to use it, who can generally gain admission upon it, as in a rush at the gates the imposture will seldom be recognized and the Society defrauded of an admission fee. Such tickets are generally used, however, and if carefully watched are quite satisfactory. By punching a ticket every time it is used and making it an object of suspicion if the holes in it become numerous, such imposture can generally be detected.

## FORM 6—LIMITED TICKETS.

The ticket in Form 6 is used where a ticket will not pass a person but once upon the same day. It has as many numbers across the end as there are days of the fair, each number representing the admission for the corresponding day. A number is canceled with a ticket punch each day when it is used. When two admissions are allowed for each day, a row of numbers is placed across both ends of the ticket, or in case the owner is allowed to go out and return after his first entrance to the grounds, the pass method, explained for Coupon Tickets, can be adopted.

When it is desired to issue a ticket, good only for a specified day or days, it may be accomplished by punching out all of the numbers except those for the specified days, and punching them out when the ticket is used, will destroy its value entirely.

The DAYS OF THE FAIR are put across the end instead of the numbers when preferred.

## FORM 7—COMMUTATION TICKETS.

The ticket in Form 7 is used when it is desired to give a person a certain number of admissions during the fair, allowing him to use them as rapidly as he chooses. A ticket bears as many numbers upon its face as it is desired to grant admissions to the purchaser, and every time it is used a number is punched out at the gate, and when all the numbers are cancelled, the ticket is taken up.

These tickets are sometimes made transferable so that the purchaser can take in others than himself, but when not they dispose of the imposture sometimes practiced upon societies by purchasers of tickets passing them through the fence or sending them out of the grounds to those who dishonestly enter upon them, as every time they are used a number is cancelled and their value so lessened that their owners will prefer to keep them for personal use. Punching of tickets also leads the gate keeper to exercise more care to recognize the holder and when a ticket is in the hand of a stranger it is thus more apt to be detected. We make these tickets for 6, 8, 10, 12, or other number of admissions as may be desired.



## FORM 8.

## FAIRWEATHER FAIR.

## SPECIAL TICKET

Good .....

Issued to .....  
NOT TRANSFERABLE.

Issued on Account of .....

WM. WICCINS, Pres.

ROBT. VENNOR, Sec'y.

This form of Special Ticket is something that is coming much into use, as occasion arises quite often that a ticket is required for some special purpose, and where to use the common ticket would disarrange the financial accounts.

Tickets of this kind may be used for races, and when punched and strung may be worn, and answer as Horsemen's Badges.

## PRICES OF SEASON AND SIMILAR TICKETS.

Printed in colors as per accompanying samples.

Tickets of either form here given are printed to order, with reading matter to suit party ordering. We use two grades of stock, called No. 1 and No. 2, the latter of which is the cheaper in quality. Both grades of stock are printed with background for 1887, as per sample accompanying, except plain ticket.

	NO. ONE.	NO. TWO.	CHEAP PLAIN TICKET NO. TWO STOCK.
100 Tickets.....	\$1 50	\$1 40	\$1 25
200 ".....	1 75	1 60	1 50
300 ".....	2 00	1 75	1 60
400 ".....	2 25	2 00	1 75
500 ".....	2 50	2 25	2 00
1000 ".....	4 00	3 50	3 00
2000 ".....	7 50	6 50	5 50
Additional per 1000 "	3 00	2 50	2 25

Colors—White, Gray, Cherry, Light Green, Salmon, Amber, Light Blue, Canary, and Lilac.

## FINE COMPLIMENTARIES.

Cards made of the same quality as our Season and similar Tickets answer very well as Complimentaries, and are extensively used, but to gratify those places which desire something very nice, we furnish an extra engraved card, printed in colors, as per sample, at the following prices:

Price, 100.....	\$2 00	Price, 300.....	\$3 00
" 150.....	2 25	" 400.....	3 25
" 200.....	2 50	" 500.....	3 50

## CONSECUTIVELY NUMBERING TICKETS.

It is often the case that Societies desire to keep a record of the persons who obtain Season and similar Tickets, and wish each ticket marked for identification: or it is desired that a strict account of such of these tickets as are disposed of by the sellers be kept. To enable this to be done readily, we number tickets consecutively from one to the highest number of any kind obtained, by a machine, the numbers being printed at the proper place upon the ticket. When the tickets are thus numbered, the number of the ticket issued to a person can be placed in the record opposite his name, or, if the tickets are sold in regular order, the number that have been disposed of can be ascertained at any time by the number on the first remaining ticket.

Any of our Tickets will be numbered at 10 cents per 100 extra, 30 cents per 500 or 50 cents per 1000.

## POINTS TO OBSERVE IN ORDERING.

Parties ordering tickets can easily make up copy for what they want by writing out a form similar to those given upon these pages, and thus avoid the possibilities of mistake.

Those who order tickets by specifying the form merely, should read it over carefully before so doing, to see that it contains nothing in the printed matter that is improper, as in such cases, unless it will be a manifest error, only the name of the society, town, dates, and officers' names are changed to suit the tickets ordered.

If your printed letter-head does not give the names of officers and date of fair, if it has not already been done, a premium list, printed circular, or other printed matter giving them, if had, should be sent us; but if not, care should be taken that all proper names are spelled correctly and written plainly upon the copy. Be sure to cross all *t*'s and dot the *z*'s, and make the proper distinction between *t* and *l*, *i* and *e*, *o* and *u*, and *r* and *s*. A little pains in this respect will avoid all errors.

## Form 9—STUB TICKETS.

※1887※  
COMPLIMENTARY.

To.....

Address.....

For.....

No.....

Wonderland County Fair,  
BLUESTONE PARK,  
**COMPLIMENTARY.**  
DURING FIFTH ANNUAL FAIR  
August 24, 25, 26, 27, 1886.

Issued to.....  
No.....

HORACE GREELEY, President.  
BENJ. FRANKLIN, Secretary.

## STUB TICKETS.

Some Societies wish to have their officers keep a memorandum of the person to whom the tickets are issued, so that an inspection will reveal whether any favoritism has been shown to undeserving parties, or whether an excess of tickets has been issued. One method of accomplishing this is to have the tickets made with a stub, as shown in Form 9, and have them bound in books. Each officer who is allowed to dispose of such tickets, can be provided with a book, and he must keep a record of where they have gone, which will tend to make him careful to whom he issues them.

Tickets of either form, Plain, Limited, or Commutation, are put up in this manner with stubs.

## PRICES OF STUB TICKETS.

Bound in books of 100 tickets each, with flexible manilla cover.

100.....	\$1 50	500.....	\$2 50
200.....	1 75	1000.....	4 00
300.....	2 00	2000.....	7 50
400.....	2 25	Add'l per 1000.....	3 00

These tickets are printed upon light Bristol Board, suited to their construction. Colors—Canary, Cherry, Blue, Pink, Salmon, Lilac, Green, and Gray.

Form 10—COUPON TICKET.

JAMESTOWN FAIR.  
JAMESTOWN, MAINE.  
OCTOBER 6, 7, 8, and 9, 1886.

**Exhibitor's Ticket**

Admit.....

For the holder to leave the grounds and return must present this ticket at the gate and get a pass.

680

Geo. Washington, Pres.  
Thos. Jefferson, Sec'y.

FOURTH DAY

**4 ADMIT ONE**

NOT GOOD IF DETACHED.

THIRD DAY

**3 ADMIT ONE**

NOT GOOD IF DETACHED.

SECOND DAY

**2 ADMIT ONE**

NOT GOOD IF DETACHED.

The tickets in Form 10 are very popular where it is desired to limit the number of admissions to one or two per day. They have a coupon for each admission, and when it is removed the ticket cannot be used again unless some provision is made for passing its holder, and thus operated are almost a complete check upon transfer frauds. They are usually preferred to Limited Tickets, Form 2, as there is no necessity of using a punch.

When it is desired to allow a holder to leave the grounds and return again upon his ticket the same day, upon leaving he is requested to present his ticket at the gate and obtain a pass or check, as the ticket is not good of itself for entrance, on any day, when the coupon for that day has been removed, except with a pass, and the pass can only be obtained by showing the ticket at the gate, but few persons will let another have their ticket, and run the risk of the fraud being detected and the whole ticket lost, and should one go out and not obtain the pass, it would not allow him to reenter, for, the ticket without a pass, or pass without a ticket should never be valid.

When two or more persons are to be allowed to enter upon the same ticket, they should all go together, and either or all may go out at a time and get checks, and be compelled to return together. The Coupons removed will serve as passes.

More printed goods for fairs are supplied by our house than by all the other printing offices in the United States combined.



## FORM 11.—END COUPONS.

## + KNOX COUNTY FAIR, +

KNOXVILLE, O.,

OCTOBER 6, 7, 8, 9, 10. 1886.

## TEAM \* TICKET.

NOT TRANSFERABLE.

Issued to

JOHN KNOX, PRES. DENT. WM. WILSON, SECRETARY.

ADMIT TEAM.  
OCTOBER 10, 1886  
NOT GOOD IF DETACHED.

ADMIT TEAM.  
OCTOBER 9, 1886  
NOT GOOD IF DETACHED.

ADMIT TEAM.  
OCTOBER 8, 1886  
NOT GOOD IF DETACHED.

We make our tickets with coupons below or at the end of the ticket, as may be preferred.

We also make them of the size given, in either of the forms.

One, two, three, four, or more coupons are put upon a ticket, as may be ordered.

## FORM 12.—HAY TICKETS.

## Monroe + County + Fair,

— 1886. —

211

Is entitled to Hay for animals, on days represented by coupons on ticket.

4 FRIDAY. HAY

3 THURSDAY. HAY

2 WEDNESDAY. HAY

1 TUESDAY. HAY

## HAY TICKETS.

One of the abuses at our fairs which needs correction is the manner which hay is stacked upon the grounds and left unguarded, so that everybody can run to it, take what they please, feed some, use some for bedding the animals, and waste more than they use legitimately. Every Society will find it a source of economy to have their hay in charge of some person who will allow no one to carry any of it away, except such as are entitled to it, and then only

so much as he should properly use of it. To enable Societies to maintain some system about this portion of their management, our Hay Ticket has been devised. The Secretary or Superintendent will issue a ticket to each stock exhibitor, stating how many animals he has, and to get the hay this ticket must be presented to the keeper in its charge, persons without one not being given any. It is best not to give out hay but once a day, and then enough for feed until the next day, but it may be done each morning or evening. In either case, as soon as an exhibitor is supplied fully, the day's coupon is removed by the hay-keeper, his ticket will show that he has had hay, and he must wait for more until the next day. The size of ticket is very convenient for carrying, and those who have used the system pronounce it a very successful one.

## GATE AND GRAND STAND COMBINED TICKETS.

Where one fare will admit a person to both the gate and the grand stand, it is desirable to have it so arranged as to accomplish the object with a single ticket. For use in such cases we have devised a Coupon Ticket, the main part of which is to gain entrance at the gate, and the coupon made good at the stand, thus making the one ticket serve the two purposes.

## Prices of Coupon Tickets.—

COLORS.  
3 COUPONS. 4 COUPONS.

PLAIN.  
3 COUPONS. 4 COUPONS.

Hay Tickets.  
Or tickets same size.

100 Tickets.....	\$1 75	\$2 00.....	\$1 50	\$1 75.....	\$1 25
200 ".....	2 00	2 35.....	1 75	2 15.....	1 45
300 ".....	2 30	2 65.....	2 00	2 50.....	1 65
400 ".....	2 60	3 00.....	2 20	2 85.....	1 85
500 ".....	2 75	3 25.....	2 40	3 25.....	2 00
1000 ".....	4 00	5 00.....	3 50	4 50.....	2 75
2000 ".....	7 50	9 00.....	6 00	7 50.....	5 00
Additional per 1000 ".....	3 25	3 75.....	2 50	2 75.....	2 00

SMALL ORDERS.—Orders for less than 100 of any of the foregoing tickets will be charged the same price as 100 tickets

Colors.—Canary, Cherry, Blue, Pink, Lilac, Green, Salmon and Gray.

Our Coupon Tickets are gotten up in good style, and upon stock that is perfectly suitable to the purpose, and perforated so as to tear off readily.

In ordinary Coupon Tickets, observe that where no admission is charged for the first day of the fair, no coupon is necessary for that day.

Coupon Tickets numbered consecutively only when so ordered.—See prices on page 5.

To accommodate our customers who do not wish to appear to antagonize home offices, no imprint is put upon our tickets, or other goods, except where necessary to preserve our rights.

## TICKET WORDING.

The reading matter upon the foregoing forms of ticket, is only calculated to illustrate the style of ticket given, and Societies ordering are by no means confined to such a wording of their tickets, but will be allowed to select

### ANY READING MATTER DESIRED,

or can have a ticket made in *any form or size* in case the forms given do not suit, with change in prices to suit the desired changes. We have

### A VARIETY OF COLORS

of card for use in the different kinds of ticket we make, so that a duplication of colors already used by our customers can be avoided, and that different colors can be selected for different days, or for tickets that may be desired for different purposes. For list of colors, see previous pages.

#### Form 13.

This ticket is issued on account of courtesy, and not for pay. It is *Not Transferable*, and if presented by any other party than the one named on its face, the gate-keeper will take it up and collect the admission fee. All persons in a carriage with those named must procure tickets.

### TICKET CONDITIONS.

Sometimes a society wishes to limit the use of a ticket, or make some statement in regard to its issue, more fully than can be done upon its face, and it is necessary to use the back for the purpose. Form 9 is a sample of a condition often placed upon the back of a complimentary.

Such conditions and others, are printed upon the back of the tickets when desired by those ordering.

### PRICE.

The price of this printing is extra from printing the tickets and ranges from 25 to 50 cents per lot.

## TICKET PUNCHES

The attention of Societies desiring Ticket Punches is called to the excellent varieties of the same which we carry in stock.

No. 1 Punch is the same as the cut shown, but twice its size. It is a first-class conductor's punch.

No. 2 Punch is constructed like No. 1, not quite so well finished.

No. 3 is a cheap punch, adapted for use only where the amount of work to be done by it is small.

These Punches are the cheapest we are able to supply of the quality named.

### PRICES OF TICKET PUNCHES.

No. 1, \$2.75,	No. 2, \$2.25,	No. 3, \$1.25.	Net.
----------------	----------------	----------------	------

## TICKET REGISTER.

We sell a small book properly ruled to enable ticket sellers to make a record of the season tickets issued, such as Exhibitors Tickets, Complimentaries and the like.

It is ruled with spaces for entering the date of issue or sale, the number of the ticket, name of the purchaser or recipient, his address, its price, and whether paid for or charged, so that full particulars of all such tickets disposed of can be kept.

It is not expected that a society will require a record of all its ticket sales, but those who have had experience with this department will readily see the advisability of the keeping of a list of the names of those who receive this class of tickets, to refer to in case of tickets being lost, or disposed of and presented by unauthorized persons, as well as keeping an accurate account of the receipts from this source. It will also aid in the settlement of any dispute over the unauthorized issue of complimentaries and the like.

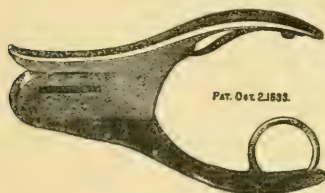
The Book will supply the place of a Membership Register in many societies. They are bound in strong Manilla covers, and made of a convenient size to use.

### PRICES OF TICKET REGISTERS—Net.

No. 1, for 500 names, 55 cents; No. 2, for 800 names, 55 cents. Larger sizes made to order.

Parties who design using such registers, should have their Season Tickets made so as to be numbered as issued.

**Be sure that dates of your fair are furnished us if they have not already been.**





THE NUMERICAL ENTRY BOOKS.

Adapted to Agricultural Fairs, Expositions, Live Stock and Poultry Shows.

We supply over one-half of the fairs in the United States with these Entry Books, the places including most of the State and large district organizations, where on account of the large number of entries to be made, great rapidity is necessary, and the verdict of their officers is, that on account of the simplicity, accuracy, ease, and dispatch with which they can do their work with them, they bring such a relief that they could hardly be induced to hold a fair without them.

of our Entry Books is issued, illustrating their use fully, a copy of which accompanies this Catalogue when sent to places where the books are not already in use. Others who desire them will be supplied upon application.

We have a separate Entry Book for use at Poultry Shows, that can be well used at the larger fairs where a large list of poultry premiums are offered. It has the different varieties of birds named in the American Standard of Excellence printed in the book, and lines to record the score of each bird beside its entry.

Book.			Capacity.	Price.	Books.			Combined Capacity	Price.
One Book Set.....	No. 0.	366 Exhibitors,	800 Premiums..	\$3.25	Two Book Set.....	No. 1 & 2.	600 Exhibitors, 800 Prems.	\$4.00.	
"	"	No. 1.	440 "	3.50	"	"	No. 1 & 2 large 730	1680 "	
"	"	No. 2.	600 "	4.00	Three	"	No. 1, 2 & 3 810	2140 "	
"	"	No. 3.	760 "	4.50	Four	"	No. 1, 2, 3 & 4 1020	2680 "	
"	"	No. 4.	840 "	5.00	Poultry Entry Books, each.....				3.00.

**Separate Indexes.**—No. 1, capacity 320 Exhibitors, \$3.00. No. 2, capacity 630 Exhibitors, \$3.50. No. 3, capacity 840 Exhibitors, \$4.00.

Entry Books, without indexes, to be used with separate indexes.—No. 1, capacity 980 premiums, \$1.00 each. No. 2, capacity 1200 premiums, \$1.25 each. No. 3, capacity 1520 premiums, \$1.50 each.

To accommodate some Secretaries who have a large number of entries in some special departments, we make an Entry Book that has 25 entry columns following each premium. We also make Entry Books in special sizes, or with the numbers in the index varied to suit the wants of purchasers. Prices of such books are more than of the regular books. They will be given upon application, stating the character of the book wanted.

Committee books are made in two sizes, one having a capacity of 60 premiums, and the other 80 premiums, and with every lot ordered, we put them up one-fifth of the latter size.

Price of Committee Books, net.....10 cents each

—♦•ENTRY \* BLANK:♦•—

\* COLDWATER \* TEMPERANCE \* FAIR. \*

GEO. A. MILLEN, Secretary,

Please make entries for me at your fair, as follows :

Dept.	Class	Prem. No.	Article or Animal—As in List.	Fees.
			Full size blank has 15 lines.	

Date.....

Signature.....

Post Office.....

County &amp; State.....

Printed to order, having the usual amount of Rules and Instructions.

	500	1000	2000
No. 1, 5½ x 8½ inches.....	\$3.00.....	\$4.00.....	\$ 7.00.....
No. 2, 8½ x 11 inches.....	3.50.....	5.00.....	9.00.....

**We do job printing, ruling and binding of every kind, and will give estimates where desired.**

## ENTRY BLANKS.

Some societies have adopted the rule of requiring all entries to be made in writing, and furnish blanks for the purpose, and others furnish exhibitors with blanks as a matter of convenience to them in sending in or making their entries.

The form of Entry Blank we here give is a general one, designed to show the nature of such blanks. When the classes all bear different numbers the "Dep't" column may be omitted, and in case there is no entry fee charged on the items, that column will be unnecessary.

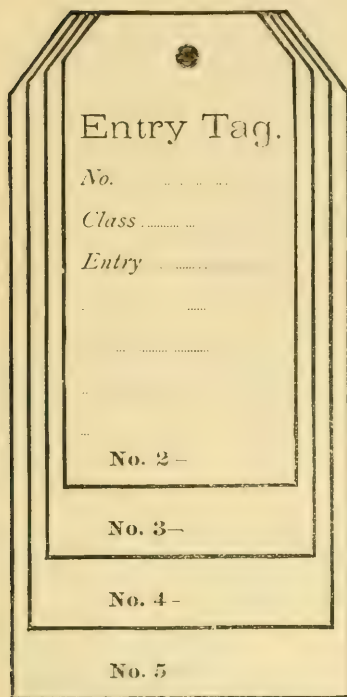
The conditions of entry may be placed at the top of the blank, or, if too long, upon the back of it. We furnish

BLANKS OF ANY SIZE.

printed to suit the customer, and put up wholly or partly in pads of about 100 each, when desired.

# MANILLA ENTRY TAGS.

**Form 14**  
**TAG SIZES.**



**Form 15**  
**Perforated Tag, with Prop. Check.**

O

**ENTRY TAG.**

---

No. ....

Class. ....

Entry .....

---

**PROPERTY CHECK.**

---

No. ....

Class. ....

Entry .....

---

Property saved here on return of this Check.

Superintendent.

Since we began printing Tags for fairs our prices have been reduced each year, and are now but about half of what they then were. This is so because our sales have been gradually increasing, until we are now the largest purchasing user of tags in the United States, obtaining

## The Lowest Prices

of the manufacturers, from whom we purchase direct, and giving our customers the benefit of the advantages we thus obtain,

## Defying all Competition.

We use none but the best grades of tags, having them made to order especially for us, and put up by special arrangement in

## Gangs of Four,

A form that is very popular as they are more easily handled, and adapted to making entries than when in single tags.

## SIZES OF TAGS.

We carry four sizes of tags in stock, as shown by diagrams in Form 10, numbered 2, 3, 4, and 5, and also a tag still larger called No. 6.

## FORM OF TAGS.

The style of tags given upon the diagram Form 14 is the same as is generally used with our Numerical Entry Books, though they may be used with any form that may be desired.

The style given in Form 15 with property check is devised for use where it is thought that there may be danger of goods getting mixed, or taken by wrong parties at the close of the fair. The lower part of the tag is a duplicate of the upper, and when the goods are put upon exhibition, the superintendent signs the property check, and it is removed and given to the exhibitor, who is compelled to present it for comparison with the remaining portion of the tag, and must correspond before he is allowed to take away his goods. The same result may be accomplished by issuing two tags for each entry, one being placed upon the goods and the other retained by the exhibitor.

This tag is not desirable for live stock entries, or where goods are easily identified, as the extra amount of labor in making out the property checks can be saved, and no trouble will arise by the use of the common Form.

## Prices of Manilla Entry Tags, Printed to Order.

Tags.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.
500.....	\$1 00.....	\$1 10.....	\$1 20.....	\$1 35.....	\$1 50.....
1000.....	1 50.....	1 60.....	1 70.....	1 85.....	2 00.....
2000.....	2 75.....	2 90.....	3 15.....	3 45.....	3 75.....
3000.....	4 00.....	4 20.....	4 50.....	5 00.....	5 40.....

Tags with property check, Form 15, 25 cents per thousand extra.

## READY PRINT TAGS.

The above prices are for tags printed to order, having the name of the society and such other reading matter upon them as may be desired. But as nothing more is necessary to be printed upon a tag than is required to designate the entry, we make a tag containing these requisites, which is the same as given upon Form 14 and 15 above, and as we can print them in large quantities, we make them at a correspondingly reduced price.

## Prices of Ready Print Entry Tags.—Net.

Tags.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.
500.....	\$ .75.....	.80.....	.90.....	\$1 05.....	\$1 25.....
1000.....	1 25.....	1 30.....	1 40.....	1 55.....	1 75.....
Add'l per M.....	1 25.....	1 30.....	1 40.....	1 55.....	1 75.....

Perforated tags 25 cents per 500 or 1000 extra. When not otherwise specified in the order, Ready Print Tags are sent.

All goods in this Catalogue the prices of which are marked net are not subject to discounts.



## COLORED ENTRY TAGS.

For the usual entries a manilla tag is used, but some societies prefer a colored tag for use in the Halls, deeming it that they give a more attractive appearance to the exhibits than a common tag. Tags of a certain distinct color are also used for entries for special premiums and for entries where no premium is offered.

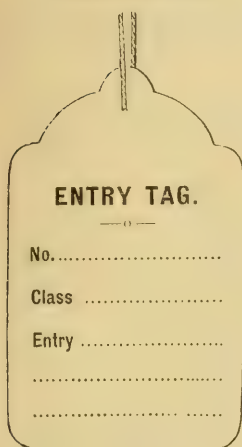
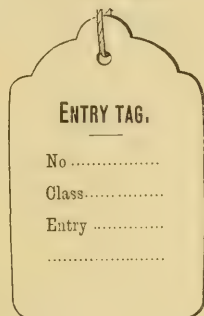
We keep in stock tags for this purpose in colors, red, blue, green and yellow.

### PRICES OF COLORED ENTRY TAGS.

	No. 2	No. 3	No. 4	No. 5
500.....	\$1.30	\$1.50	\$1.60	\$1.75
1000.....	2.10	2.30	2.45	2.65
2000.....	4.00	4.50	4.75	5.00

Form 16.—Size 2.

Form 16—Size 1.



### MERCHANDISE TAGS.

We furnish also a tag made upon the same stock as the ordinary Merchandise Tag, and keep in stock the sizes given by accompanying diagrams, Nos. 1 and 2.

These tags are furnished white or yellow, and are convenient to use for entries of fancy goods and small articles.

### PRICES OF MERCHANDISE TAGS.

	100	250	500	1000
Size 1, Small.....	\$1.00	\$1.25	\$2.00	\$2.50
Size 2, Large.....	1.10	1.35	2.15	\$2.75

### STRINGING TAGS.

As Secretaries usually have work enough to perform, and are not well prepared to attend to the stringing themselves, it will not only be a source of economy, but one of certainty of its being done, if string tags are ordered of us. Societies should use no other kind, as the convenience they are to exhibitors, pleases them so much more, that the extra cost can be but lightly considered.

We use an extra fine quality of COLORED SEA ISLAND TWINE in stringing our tags, which is not only much preferable in use to the rough and heavy hemp cord usually put upon them, but gives a handsome and attractive appearance to the tags as well.

Price of stringing tags, 500, 30 cents, per 1000, 50 cents.

## BAGGAGE AND PARCEL CHECKS.



We keep in stock ready printed checks of this character for use at places upon the grounds, where baggage is received and cared for. They are the size of the accompanying diagram, and are put up in packages of 100 checks each, the checks in each package being numbered from 1 to 100. Two packages of these checks, the one being a duplicate of the other, so there will be two checks of each number, the one to give to the owner and the other to place upon the baggage, constitute A SET.

Price per Set, Net, without leather, \$1.00, with leather, \$3.00.

# ❖ PREMIUM CARDS. ❖

## SPECIAL PREMIUM.

### CHARACTER OF OUR CARDS.

As Premium Cards are usually retained by the recipients as tokens of the awards, and mementoes from the society, it is proper that they be made in a style that shall not only speak well for the donors, but command the regard of the individual to whom they belong. In order that the cards printed by us may be of this character, we use nothing but the best grades of material, and execute our workmanship upon them with as much pains as any article we print. Since we began using

### COLORING TAGS

For premium cards, they have proven to be highly appropriate for the purpose and are so popular among our customers, that we use them in all cases unless a square card is ordered. The stock from which they are made is of good weight and the colors brilliant and durable, making a very attractive premium card.

### Form 18.

## FRANKLIN ❖ COUNTY ❖ FAIR,

FAIRVIEW, DAKOTA.

AUGUST 15, 16, 17 & 18, 1887.

## SECOND PREMIUM

Premiums Payable only between August 20th and October 1st, 1887,  
by presentation of this card to the Secretary.

*Awarded on  
Class No.*

*Entry No.*

*Superintendent.*

### Form 19.

## WYANDOTTE COUNTY FAIR,

HOOSIERTOWN, IND.

SEPT. 1, 2, 3, 4 & 5, 1887.

## COMMENDED

This Card entitles the recipient to such Premium as the  
Board of Directors in their discretion  
may award it.

L. STANLEY, Prest.

C. A. THORLEY, Sec'y.

### SIZES.

We make two sizes of Premium Cards as is shown in forms 18 and 19 but unless otherwise ordered we use the larger size, a No. 5 tag, as it enables us to print the required matter upon the card with a better appearance than on a smaller size, a No. 4 tag.

Where we have furnished a Society with goods one season, we have always secured them as a permanent customer.

### Form 17.

## ARMADA AGRICULTURAL SOCIETY,

ARMADA, MICH.

OCTOBER 23, 24, 25 & 26, 1887.

## FIRST ❖ PREMIUM

Premiums payable any time between Oct. 30th and Dec. 31st.

H. O. FISHER, Prest.

L. A. FEENEY, Sec'y.

### Forms of Premium Cards.

Form 17, is such as is ordinarily used by our fairs.

Form 18, has the special feature that the card has the evidence upon its face, of to whom it was granted, and if lost or stolen, it will only be available to the rightful owner. This form is sometimes useful, but it requires more work and care on the part of the committee, in making the awards.

Form 19, is used in Discretionary classes as evidence of the commendability of the articles on exhibition that are classed therein. We also make Premium and Medal cards, after the forms shown on page 26, when desired.

## COLORS OF PREMIUM CARDS.

Reformation in the rules and regulations of fairs has not yet proceeded far enough to bring about a uniformity in the colors used to designate the premiums they award, and as the colors vary in different localities it is impossible for us to fill orders with any degree of certainty unless the party ordering designates the colors that are wanted.

The following colors are most used, and when we are not otherwise instructed we will adopt them in filling orders.

First Premium, Red. Second Premium, Blue. Third Premium, Yellow. Commended, Green.

### PRICES OF PREMIUM CARDS.

	250	500	1000
Size of Form, No. 4 Tag.....	\$1 75.....	\$2 00.....	\$2 50
Size of Form, No. 5 Tag.....	1 90.....	2 25.....	3 00

No charge is made for changing forms from first, to second or third premium, or commended.

### STRINGING PREMIUM CARDS.

All premium cards furnished by us have holes punched in them for stringing, and **unless otherwise ordered, are strung with colored twine appropriate to the color of the cards.**

When cards are strung awarding committees are relieved of considerable work, and secretaries will find it much cheaper to have us string their cards than to attempt it at home.

Price of stringing Premium Cards.—500 cards 30 cents. 1000 cards 50 cents.

### COPY FOR PREMIUM CARDS.

Secretaries who order premium cards, will save delay, and the possibility of an error by sending us copy of what they want upon the cards, and they should be careful to write the names of officers so plainly that no mistake can arise in the spelling. When any doubt arises we hold the order before printing until the correct names can be obtained by correspondence.

When only the form is specified in ordering cards, be careful to read the form fully, and note whether any change is necessary in the dates upon which premiums are payable, or otherwise.

## PREMIUM RIBBONS

We furnish Premium Ribbons, made from a good quality of Silk Ribbon, 1½ inches (No. 9) in width. They have the words, **FIRST PREMIUM, SECOND PREMIUM, etc.,** printed upon them in bold faced type, and when so ordered the name of the society ordering will be printed upon them also.

### PRICE OF PREMIUM RIBBONS.

Per Ribbon, 12 inches long, 10 cents; 18 inches long, 15 cents; 24 inches long, 18 cents.

Printing name of society upon ribbons, each lot, 50 cents extra.

Prices upon ribbons of cheaper quality or of a different size given upon application.

## PREMIUM MEDALS.

We have arrangements made with engravers to design and furnish medals appropriate for agricultural fairs. Societies desiring to award them, can save money by ordering of us. Estimates given upon application.

## ❖ DIPLOMAS. ❖

Societies that have felt the want of a Diploma such as would be attractive enough to be acceptable to exhibitors as well as a credit to the Society granting it, will be gratified to know that we are furnishing one which will meet their requirements.

We are furnishing an elegant Diploma with representative agricultural and industrial scenes, handsomely finished, and fit to ornament the walls of any household, parlor or business office.

The quality of these Diplomas, together with their low price, removes both the objections which exhibitors have made to Diplomas as premiums on account of their cheapness in looks, and that which societies have found in the expense of getting appropriate ones. We furnish them in

### NEW DESIGNS FOR 1887.

Two Sizes—Small, 11 x 14 and Large, 16 x 20 inches. Samples and prices furnished upon application.

Upon goods printed to order we give a substantial discount for early orders.—See 3d page of cover.





# BOOKS AND BLANKS FOR ASSOCIATION ACCOUNTS.

## A CORRECT FINANCIAL SYSTEM NECESSARY.

The necessity of there being proper system in the keeping of the financial accounts of a fair appears clearly when we regard the magnitude of the business transacted at one, and the haste with which, often, some of it must be done. It is also essential that at proper times a report to the interested members should be made, showing in an intelligent way what business has been done, and a full accounting be made of all the monies received and disbursed.

That complaints of apparent discrepancies in accounts, and of the inability of members to gain full information of the business done, are often heard, is not strange, from the fact that treasurers are often farmers and others who are unskilled in book-keeping and the ways of business.

The accounts of a Society are susceptible of being kept with as much accuracy as those of any business, if a stated method be adopted and followed with exactness, and because of the often unskilled class of men who keep the accounts, the method should be as simple and concise as it can be made.

## PROPER METHOD OF ACCOUNTING.

The Secretary is usually the clerical head of a Society, and is the proper person to keep a detailed account of its business. The monies that come into his hands should be itemized in his accounts, and turned over to the Treasurer, to whom a statement should be furnished of the source from which they were derived, so that he can properly enter the same upon his books, and a receipt therefor should be taken by the Secretary. If any other officer or person appointed to do so, collects funds they should either be turned over to the Secretary before going to the Treasurer, or the Secretary's voucher should be required to accompany the money in order to apprise the Secretary of the character and amount of the money, and enable him to properly enter the transaction upon his books.

Every one who will receive money for the Society should be furnished with a book of blanks, and be required in all cases to give the payer a receipt for the same, and preserve a memorandum of the amount and nature of the transaction upon the stub from which the receipt is torn, the book to be filed with the Secretary at the close of the fair or end of the service. To illustrate, if a person is employed to collect from renters his receipt book will be a test of the accuracy of his report and show the names of those from whom he collects, if not otherwise reported. It will be impossible to follow out this plan in case of sales of admission tickets, but the receipts from this source can be ascertained accurately by requiring each seller to account in money or return of tickets for all tickets delivered to him.

No money should be allowed to be paid out for any purpose except by the Treasurer, upon an order duly signed; and the Secretary, in issuing orders, should be required to keep a stub memorandum of each.

To aid in carrying out this system the following blanks have been prepared and are furnished by us, and are applicable as well to use in any system that may be adopted.

## PAYING-IN VOUCHERS.

This blank is designed to use in paying money to the Treasurer, to apprise him of the source from which it is derived, to enable him to know what account to credit it to. It contains blank spaces for the amount and nature of the different items for which the money was received.

It is made in duplicate, so that a copy of each voucher can be retained, and is provided with blank for the Treasurer's receipt.

These vouchers are put up in tablets of 50 and 100 blanks each, two blanks to the page, one for the original retained and the other the Treasurer's duplicate.

Price, net, 50 blanks, 60c.

100 blanks, \$1.00.

Printed to order with the name of the Society at the head of the blank, 35c. extra. Samples furnished upon application.

## RECEIPT FOR TICKETS DELIVERED.

We furnish a special form of receipt to be used by the person having charge of the delivery of tickets, in taking the acknowledgement of the number of tickets received from those who are selling them. The use of these receipts precludes any dispute or discrepancy as to the tickets given out.

These blanks are put up in duplicate, so that the seller can have a copy of the receipt he gives.

Price, net, books of 50 Receipts, 50c.

100 Receipts, 75c.

Samples furnished upon application.

## MISCELLANEOUS RECEIPTS.

We keep in stock books containing blanks for the ordinary form of receipt, which Societies can use in all the ordinary cases where money is received.

Price, net, books of 50 Receipts, 35c.

100 Receipts, 50c.

Printed with name of the Society, 35c. extra.

Samples of any blank described herein, of which sample is not given, cheerfully sent upon application.



# BLANKS FOR PRIVILEGE LETTING.

The proper conduct of the business of selling privileges and permits of various kinds upon a fair ground, requires that the person making the sales should have blanks to fill out and deliver to the purchaser, specifying the nature of the privilege, price and terms of payment, in order that no misunderstanding can arise. For this purpose we make blanks as follows:

RENTER'S PERMIT.	
No.....188...	No.....188....
For.....	For Privilege of.....
Purchaser.....	Purchaser..... Address.....
Address.....	Price \$..... Payable.....
Price, \$.....	Entitled to..... Admission Tickets.
Payable.....	Paid \$.....
Tickets.....	For the Society.
Paid, \$.....	Copyright 1886 by The Laning Printing Co.

The following is a form of receipt we make, for use of the collector who receives money from renters.

RENTER'S RECEIPT.	
No.....	No.....188....
Date.....188...	Fair.....188....
From.....	Received of..... Dollars,
Privilege.....	On Privilege of.....
\$.....	\$.....
	For the Society.
	Copyright 1886 by The Laning Printing Co.

The above blanks are about two-thirds the size of the regular blank.

**PRIVILEGE CONTRACTS.**—In addition to the Renters Permit, we make a blank contract, which contains the following stipulation as to the manner in which the business is to be conducted, and an iron-clad provisions for forfeiture in case of violation or non-payment.

This Privilege is accepted upon condition that the business is to be conducted in accordance with the Rules and Regulations of the Fair, and in case of a known violation of the same the purchaser forfeits all further rights to his privilege without release from any unpaid portion of the price, or repayment of any part of what has already been paid, except at the option of the Society, and upon notice to that effect from the Society the purchaser is to immediately surrender the grounds and buildings occupied under this contract, and cease doing business thereunder.

All structures erected, and goods and implements brought upon the grounds to be used or sold by the purchaser of the privilege are hereby pledged to the Society, to secure all deferred payments of the price thereof, and are not to be removed from their location, as above, until the same are fully paid, and in case of failure to pay the same as agreed upon, upon notice from the Society so to do, the business conducted by the purchaser shall be immediately closed up, and the Society may take charge of the said property and remove the same from its location or the grounds, and sell the same publically or privately, and apply the proceeds of such sale to the payment of such unpaid sums.

## PRICES OF PRIVILEGE BLANKS, NET.

Permits or Receipts, books of 50 Blanks, 50 cents.	100 Blanks, 75 cents.
Privilege Contracts, " " 75 "	1 00

Where the name of the society is printed upon the blanks, 35 cents extra.

Not only the County Fairs, but the State and Big District Fairs are our patrons.

## STATEMENTS OF ACCOUNT.

When an account is presented to a society for payment, the board usually refers it to the committee or person through whom the purchase or contract to which it relates was made, in order to ascertain its correctness, and it is only paid upon their approval.

We furnish blanks for statements of account against societies, to be made upon, the backs of which contain proper blanks for filing, certificates of approval from the auditing committee and receipts for payment of the same from the recipient.

Price, net, per Tablet of 100, - - \$1.50. - - - per 250, - - \$2.00.

Societies using these blanks will gain the convenience of having method and uniformity in their accounts. Sample furnished upon application.

## TREASURY ORDERS.

We make and keep in stock, books of blank orders upon the Treasury, as follows:

No. .... \$ .....	<b>FAIR TREASURY ORDER.</b>	
.....188.....	\$ .....	.....188.....
Received an order corresponding with the above, in number, date and amount.	<b>TREASURER OF</b> .....	
For .....	Pay to .....	<b>DOLLARS.</b>
.....	For .....	.....
.....	.....	.....
Signed .....	No. ....	President. Secretary.

The regular size of our orders is 2½x6 in for the order and 3 in. for the stub. They are printed upon good heavy paper, and perforated so that the order can be readily torn from the stub.

### KINDS OF ORDERS

We make two kinds of orders, one reading the same as the one above designed for **GENERAL FUNDS** and another for **PREMIUMS** reading the same with the addition of "For Premiums at Annual Fair 188...." The orders for general Funds are printed upon white paper, and those for Premiums upon colored paper, so that the kinds may readily be distinguished.

We keep in stock books of 100, 200 and 300 orders.

### PRICES OF TREASURY ORDERS, READY PRINT, NET

Books of 100 orders \$1.00. 200 orders \$1.50. 300 orders \$2.00.

These orders are all numbered throughout each book, the order and and stub being numbered to correspond.

**PRINTED TO ORDER.**—Orders as above have blanks in which it is expected that the name of the Treasurer and Society will be written. We make however, orders and print in the name of the Treasurer and Society, and bind them in books any size to suit customers. Price when printed to order 25c per 100 orders, extra. These orders are not consecutively numbered unless so ordered. Numbering, 10 cents per hundred Orders, extra.

In all cases, the prices of our goods include the cost of remittance, necessary to send us the money for them.



## ❖ECONOMIC ACCOUNT BOOK.❖



DESIGNED EITHER FOR SECRETARY'S OR TREASURER'S USE.

This book is arranged upon a plan designed to systematize the manner of keeping the financial accounts, and present the condition of the finances, *at all times*, in an intelligent form, without the labor and skill necessary to the keeping of them after the ordinary book-keeping methods.

The book is divided into sections, each of which contains pages enough for the accounts of one year. The first part of each section has pages ruled like an ordinary day book, in which can be entered all debit or unpaid items that need to be charged in the accounts of the Society. Ordinarily, there will not be many of these, as the financial accounts are generally of cash received and paid out.

The second part of each section is designed for entry of all cash transactions. The left hand page is ruled for Receipts, and the right hand page for Disbursements, so that the two stand on pages opposite one another.

### METHOD OF KEEPING THE ACCOUNTS.

The sources from which money is received by a fair is generally included in ADMISSION FEES, ENTRY FEES, STALL RENTS, STANDS, AND PRIVILEGES and the expenditures are comprehended in PREMIUMS, HELP AT FAIRS, PREPARING GROUNDS, PRINTING AND ADVERTISING, AND FORAGE FOR ANIMALS. In this book a column is provided for dates of the transaction and one for the name of the party with whom the dealing is had, like in an ordinary account book, and these are followed by columns, headed with names as above, and those having no heading to be utilized for additional items. In keeping the accounts, the names of the party from whom the money was received or to whom paid is entered in its columns, and the amount, carried into the column set apart for receipts from that source, or disbursements on that account. The dis-bursing side has also a column for the number of the voucher upon which payment was made.

By pursuing this course the finances are divided into proper funds, and all the receipts and disbursements of a kind are kept together, saving the work of posting, as well as having the items appear so that the revenues and profits from any source, or expenditures that have been made for any purpose can be hastily and conveniently determined at any time by adding the proper column, and the books are always ready, upon call, for an immediate and intelligent financial report.

This book is similar to the one sold by us in 1885, and which is well recommended by the many places who use them. The change made in 1886 consists in the improvement by adding the pages for the entry of items which are otherwise than cash.

### PRICES.

The Book is well bound. Size of pages 8½ x 14 inches, and is made to last 3 yrs. Price, \$2.00 net.

## HANDY ACCOUNT BOOK.

Every person who has had any experience in handling the funds that are taken in during the progress of an agricultural fair, has felt the want of a book of convenient size, that he could carry about with him, and have at hand to enter the moneys in, just as they are received and paid out, rather than to depend upon memory, or easily lost memorandums, always the source of errors and omissions that lead to uncertainty and confusion in their accounts.

To meet this want, we furnish a book of size small enough to be easily carried, and which contains pages appropriately ruled for keeping an account of the tickets delivered to the sellers, and the tickets and money returned by them, for keeping account of the sales of permits and the payments received for them, for the receipts and disbursements connected with the races, receipts and disbursements on miscellaneous accounts, embracing just the items that occur for attention during the busy time of the fair, so arranged that an omission or improper entry will hardly occur.

Price, net per copy, 75 cents.

The importance of writing proper names plainly when they occur in orders cannot be overestimated.

# ANNUAL REPORT BLANKS.

We have prepared an annual Report Blank, so arranged as to embody all the items that belong to the accounts of an agricultural society conducting a fair, thus enabling a proper report of the years doings to be laid before the members in a complete, comprehensive and intelligent form.

They provide for the entry of all items in a systematic way, and the striking of proper balances.

They will be found a great convenience to Treasurers, especially those not apt in the mysteries of book-keeping.

Those who use them from year to year will have the reports uniform.

Price 10 cents each or \$1.00 per dozen.

## OFFICIAL RECORD OF BOARD MEETINGS.

A blank book for the Secretary's use in keeping a record of the proceedings of his board. It has printed heading for dates of meeting, members present, approval of minutes of last meeting, adjournment, and such items as are always necessary in the minutes, besides ample space for writing out the record of other proceedings.

They save considerable labor in making the minutes, besides present a form that is regular, and which will make it easy to turn to any part of it for desired information. Each record has space allotted for 48 meetings.

Price \$2.00 Net.

## ACCOUNT BOOKS, LEDGERS, ETC.

We keep in stock, Account Books, Records, Ledgers and Blank Books of various sizes. We also make blank books of any description to order.

Parties desiring anything of the kind for special purposes are requested to write us for prices, etc.

## STOCK CERTIFICATES.

We make Stock Certificates to order for societies desiring them, the prices of which vary according to the character of the work desired.

The following prices are for our best grade of certificate, printed in colors, upon fine linen bond paper.

### NET PRICES.

100 Certificates \$7 00.

300 Certificates \$9 00.

200 Certificates 8 00.

500 Certificates 11 00.

The Certificates at the above prices are well bound, in a single book.

# HOW TO ORGANIZE AND MANAGE FAIRS.

## SECOND EDITION, REVISED AND ENLARGED.

This work contains a history of fairs and the enumeration of the most prominent ones of the world, together with a full and valuable discussion of every question relating to their organization and management, plans and illustrations of buildings and grounds, rules for laying out tracks, and descriptions of the different methods of procedure that are applied by different societies to the conduct of the different departments of the fair business.

This is a handy book of reference,—one that ought to be in the hands of every officer of a fair, and a copy in every fair library.

Price \$1.00 Net.

**No Discounts on our prices are allowed on orders made after July 1st.**



# OFFICE STATIONERY.

Every well conducted Society will furnish its Secretary with Letter Heads and Envelopes, and every one who has pride in doing his work properly, will have the name of the Society, officers, and dates of the fair upon the letter head, and the return directions at least upon the envelope.

We make a specialty of Commercial Stationery, and our styles, and quality of work will stand a favorable comparison with any that can be obtained, while our prices are much below that of country offices.

The following will serve to show the usual printing upon Letter Heads.

WM. K. KÖENIG, President.  
E. F. LAMB, Vice President.

OFFICE OF:

P. D. QUICK, Secretary.  
A. B. SCORDER, Treasurer.

## Rock County Agricultural Society,

SEVENTY-NINTH ANNUAL FAIR, SEPTEMBER 6, 7, 8 & 9, 1887.

\$5000 IN CASH PREMIUMS.

Rockaway, Ark.

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### PRICES OF LETTER HEADS.

	100	250	500	1000
Letter Heads, size, 8 x 10 1/2 in.....	\$1.25	\$1.75	\$2.75	\$3.50
Packet Note, size, 6 x 9 1/2 in.....	1.20	1.50	2.50	3.00

All Letter and Note Heads put up in Tablet Forms.

### CIRCULAR LETTERS.

When it is desired to send out uniform information to various parties, the usual method is to prepare a circular letter containing the matter they are desired to know and have it printed, as thus much writing is saved. These we get up in nice style at the following

#### PRICES.

	100	250	500	1000	2000
Letter Head, size, 8 1/2 x 11 in.....	\$2.50	\$2.75	\$3.25	\$4.50	\$5.00
Note Size, 5 1/2 x 8 1/2 in.....	2.25	2.40	3.25	4.00	5.50
4 pp. Note, 8 1/2 x 11 in.....	3.00	3.40	4.00	5.50	12.00

THE LEADING FAIR OF THE WEST.

## FAIRFAX FAIR AT FAIRVILLE, MO.

AUGUST 19, 20, 21 & 22, 1887.

If not called for in 10 Days, Return to

JOHN FAIRBURY,

SECRETARY,  
FAIRVILLE, MO.

### PRICES OF ENVELOPES.

	100	250	500	1000	2000
No. 6. X Manilla Pamphlet...\$ .75	\$1.00	\$1.25	\$1.75	\$3.25	
No. 6. XX, white or colored.... .85	1.10	1.35	2.25	4.25	
No. 6 1/2 XX, " " " "..... 1.00	1.25	1.50	2.50	4.75	

### ENVELOPES.

Envelopes may be gotten up in an attractive form so as to answer in an advertising way, as well as to furnish directions for return.

We use a good quality of Envelope, and maintain as high a style of the art in printing as the matter to go on them will allow. Red or Blue ink used instead of Black when ordered.

# PREMIUM LISTS.

We began printing Premium Lists in 1885, and our success in pleasing our patrons has encouraged us to make more ample preparations, looking to an increased patronage this year. We have special machinery for this class of work, and with a large force of experienced employees we are enabled to get out jobs which may be entrusted to us, in a reasonably short time, and do a class of work in which we as well as those who get it, can take some pride.

## LOCAL ADVERTISING.

We pay especial attention to the local advertising societies may wish in their list, having a large variety of attractive kinds of type, and a full and complete line of

## TRADE ADVERTISING CUTS,

which we allow our patrons to use without charge, and from which they can derive great advantage, as business men, stock breeders, etc., can be induced to advertise, if they can have appropriate cuts to represent their business, when otherwise they would not.

## + WE + DO + NO + "BOTCH" + WORK +

Societies who get our figures to compare with others who may be wished to compete for the work, should remember that

## OUR PRICES ARE FOR FIRST-CLASS WORK,

using excellent paper and other materials, and should be rated at fully one-half more than the ordinary work on fair lists, and double that of the cheaper class. We use small type, set solid, for the list part, and this should be considered, as often printers who take such jobs by the page, use a large type, and lead it out, so as to make the matter occupy enough pages more, to make up for a low price for the work by the page.

Societies wanting our prices should apply early, always submit a copy of the last list for examination, and give probable number of pages the desired list will contain.

## BIG DISCOUNTS FOR EARLY ORDERS.

## IF YOU WANT A PREMIUM LIST IN A HURRY, SEND US THE JOB.

## ✦ PREMIUM + LIST + ENVELOPES. ✦

Societies which transmit their premium lists through the mail can find nothing equal to our **PREMIUM LIST ENVELOPES** as they avoid the danger of the list being lost, and secure greater dispatch in transit. They are made of good material, with **OPEN END**, and when the list is enclosed it is very secure, and when the card of the society is printed upon them in good, bold type, they help it to advertise, as well as present a very business-like appearance. We keep the following six sizes of these envelopes in stock:—

No. 1, 4x6 inches.	No. 3, 4½x6½ inches.	No. 5, 6x9 inches.
No. 2, 4x8¼ inches.	No. 4, 5¼x8¼ inches.	No. 6, 6¼x9¼ inches.

## PRICES OF PREMIUM LIST ENVELOPES.

All envelopes printed with name of Society, and words to designate the contents, at the prices given. Sample envelope sent upon application.

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6
250.....	\$2 15	\$2 30	\$2 40	\$2 50	\$2 50	\$2 50
500.....	2 55	2 65	2 75	2 80	2 90	3 00
1000.....	3 15	3 25	3 50	3 60	3 75	4 00
2000.....	5 50	5 75	6 25	6 75	7 25	7 50

## ✦ PREMIUM + LIST + WRAPPERS ✦

READY GUMMED AND CUT TO PROPER SIZE.

Societies that do not wish to incur as great an expense in sending out their list as to buy envelopes, can use our wrappers, having their card printed upon them as they would upon envelopes. They are made of strong manilla paper, ready gummed, like the U. S. newspaper wrappers, and, considering their very low price, are very appropriate for this purpose.

We make them in three sizes, No. 1 6x10 inch; No. 2 7x12 inch; and No. 3 9x12 inch.

## PRICES OF PREMIUM LIST WRAPPERS.

	200	500	1000	2000
No. 1.....	\$1 25	\$2 00	\$2 50	\$4 75
No. 2.....	1 40	2 25	2 75	5 25
No. 3.....	1 50	2 50	3 00	5 75

Sample wrapper sent upon application.

## MODEL PREMIUM LIST,

REVISED FOR 1887.

In many premium lists, owing to the want of method in the classification of premiums, and the arrangement of them properly under the headings, it is difficult to ascertain whether a premium for which one may be seeking is in the list, and it is often necessary for him to read several pages carefully to ascertain, when he should be able to find it by turning at once to the line upon which it is placed, as he could if a proper order was maintained in constructing the list. This consumes time, and makes great bother to the clerks in making entries.

Our Model List is arranged after the most approved form, designed to aid Secretaries and Revising Committees in classifying and properly preparing their premium list. It shows, also, how, in the arrangement of the premiums, to take advantage of every opportunity to shorten the work of making the entries, awards, reports, etc., as well as to give the list the most comprehensive and artistic appearance.

It is a practical book, and ought to be examined before the list for 1887 is revised.

PRICE, NET, 50 CENTS PER COPY.

All inquiries about our goods will be answered promptly and cheerfully.

## OFFICERS' BADGES.

Every well conducted society should provide its officers, managers, superintendents, etc., with proper badges by which they can be identified by strangers and others when attending the fair.

We furnish two kinds of Badges, ribbon and metal, as shown by the following cuts.

### RIBBON BADGE.



### GERMAN SILVER BADGES.

Style No. 7.



Style No. 5.



### RIBBON BADGES.

These badges are made of fine Silk Ribbon, 2 inches wide. They are attached to a fine Plated Badge Pin, used for fastening them to the coat, and ornamented at the lower end with Gold Badge Fringe. The whole badge is ten inches long.

We keep in stock, ready made badges for the following officers, the colors, and name printed upon them being as follows:

President,.....White.	Treasurer,.....Gold.	Director,.....Drab.
Vice-President, ..Blue.	Marshal,.....Brown.	Police,.....Grey.
Secretary,.... .Red.	Superintendent,..Pink.	Police Hat Ribbon...Grey.
Ass't Secretary, .Red.	Supt. of Grounds, Yellow.	

**Superintendent's Badges** are printed for the following departments, the word superintendent being followed by the words here given, viz., Horses, Cattle, Sheep, Swine, Poultry, Floral Hall, Fine Arts, Machinery, Farm Products.

We also make badges of other colors, wording, and description to order.

### PRICES OF RIBBON BADGES.

Ready made badges, colors as above, Net 50 cents each. Made to order any color, 60 cents each. Net. Police Hat Ribbons have rubber to hold them on the hat.

### GERMAN SILVER BADGES.

We furnish to order German Silver Badges in either style above. They are made from the finest quality of metal, highly polished and equal in appearance to coin silver. They are provided with pins to secure them to the coat.

**PRICES**—\$1.00 each, Net. Six or more badges 10 per cent. discount. Each badge is lettered with the word designating the office the wearer holds.

### METAL HAT BADGES.



We furnish Metal Hat Badges for Police or other officers, the same as accompanying cut.

Price, Lettered, Net, 50 cents each. Lots of six or more 10 per cent. discount.

Badges of any desired style or variety furnished to order.

When ordering do not mutilate this Catalogue by cutting out Illustrations, but simply mention number of Form or Style wanted.



## POSTERS.

Our facilities for making posters are as good as can be secured and our samples will show that we are putting out as good a class of work as can be anywhere purchased. Our prices will be found to compare very favorably with any that can be obtained. Samples of our posters will be furnished to societies early in the season. Prices accompany samples.

NAME OF ANIMAL.

BREED.

AGE.

OWNER.

RESIDENCE.

## STALL PLACARDS.

These placards are furnished by societies to exhibitors, to be filled out and fastened upon their stalls and pens, as a means of furnishing inquiring visitors with such information as is often sought for in vain at our fairs. They also favor exhibitors, enabling them to do a little cheap advertising, and save themselves the answering of the same question to each new comer. They are highly prized by exhibitors, and warmly commended by the public wherever used.

They are 11 x 14 inches in size, and printed upon heavy manilla stock, strong enough to stand the wind when tacked up.

Price, 100, \$1.00, 300, \$2.75.

## TAKEN.

By .....

Address .....

No .....

## STALL NOTICES.

These notices, as shown in the margin are 4 x 6 inches in size, printed upon heavy cardboard, and are to be used by being tacked upon the stalls by parties to whom they are required, to keep out intruders.

We keep them in stock, ready printed, upon manilla or colored cardboard.

Price, Manilla, 25 cents per 100. Colored 35 cents per 100.

## SUSPENSION RINGS.

These rings are used to aid in bill posting. The lower part is gummed so that they can be stuck to the upper end of a bill, and then the ring will slip over a nail or tack, and suspend the bill. They will be found convenient to use in windows, rooms etc., where it is not desirable to put up bills with paste or tacks, and they will hang longer than when tacked up.

Price either kind, 100, 50 cents; 200, 90 cents; 500, \$2.00.

## FRUIT LABELS.

It is usual to require all fruits to be properly named and labeled. In order to enable this to be done conveniently, we furnish the names of the different varieties in general use, printed upon a slip of paper in bold faced type. These names are clipped apart with a shears and when upon the fruit, show the variety very plainly. They are gummed upon the back so that when moistened with the mouth as with a postage stamp, they can be securely stuck to the fruit or plate containing it.

We furnish labels for Apples, Peaches, Pears and Grapes.

Price Apples or Pears, per dozen, 15 cents, per 100 \$1.00.

" Peaches or Grapes, " 10 " " .60.

## POINT JUDGING OF LIVE STOCK.

THIS SYSTEM OF JUDGING, is so called from the fact that a certain numerical value is given to each point of excellence which an animal possesses, and the aggregate of the point values taken to make up its total value. It was thoroughly tested in 1886, and its efficiency fully demonstrated. Its increasing popularity is noticed on every hand, and its superiority is so great over the old want of system that it bids fair to soon have almost a universal adoption. To enable societies to act understandingly in its use and furnish committees with the necessary facilities to work successfully, we have published a pamphlet

### STANDARDS OF EXCELLENCE. FOR BREEDING AND JUDGING LIVE STOCK AT FAIRS.

This pamphlet contains the standards of

CATTLE.—Shorthorn, Devons, Ayrshire, Herefords, Jerseys and Holstein. SHEEP.—Merinos, Cotswold, Shropshire, and Southdowns. SWINE.—Poland Chinas, Berkshires, and Chester Whites. HORSES.—Roadsters, Carriage, Work Horses. DAIRY PRODUCTS.—Butter and Cheese. FRUIT AND FARM PRODUCTS.

Price, Net, per Copy 50 cents. Three Copies \$1.00.

## SCORE CARDS.

To use this system it is necessary for societies to supply Judges with score cards, upon which to make their estimates of animals which they examine.

We keep in stock cards of the kind, for each breed of animals for which a scale of points has been adopted. This card contains the standard of the breed and the full value of each point, a column in which to make the Judge's value of the points in the animals judged, and a place for the signature of the person making the examination. They are printed upon cardboard adapted to use for such a purpose.

Price, Net, Any of the breeds above, per dozen 15 cents, per 100, \$1.00

In making an order, the list of breeds above should be examined, and those selected upon which the Society offer premiums.

The FARM AND FAIR JOURNAL is worth many times its price every year to every secretary and officer of a fair



# GOODS FOR RACING ASSOCIATIONS.

And the Speed Department of Agricultural Fairs.

## SPEED RECORDS.

Managers of fair associations have long felt the need of a cheap and convenient register, in which to keep a record of their races, and because of the expense of having such books made to order, have been compelled to go without them.

### REGISTER NO. 1.

To meet this want, we have published a register in which spaces are provided for entering the names of the horses, their color and sex, whom entered by, the name and residence of the owner, the entry fee, the position of the horses at the start, the colors the drivers wear, the position of the horses in the heats, the winners, and purses paid each, and for the names of the Judges.

This is known as our No. 1 Register, and is bound in strong, flexible covers. It has lines for the entry of fifteen horses, and pages enough to contain eleven races, and is a very convenient *cheap* Register. They have been published several years by us and are used by a majority of our patrons.

Price, Net, 50 Cents.

### REGISTER NO. 2.

We also make a larger and better bound Register, designed for the larger fairs and trotting courses. It has spaces for the same items to be entered as our No. 1 Register, and additional spaces for the name of the driver, sire and dam of the animal, record of protests, fines, etc. It contains lines for eighteen entries in each race, and pages for fifteen races and is bound in stiff board covers.

Price, Net, \$1.00.

No Society should attempt to conduct its races without a book in which to preserve an exact record of the speed contests, both for their own safety, and future information of themselves and interested horsemen.

## SPEED PROGRAMS.

Racing Associations and Agricultural Societies usually have the program of their races, and conditions, with entry blank, printed upon a folder, just large enough to go easily into a common envelope.

We furnish these programs, printed to order, with two, three or four leaves as may be desired, upon suitable colored paper, or upon light card board, and ornamented with appropriate Trotting and Running Cuts. For the character of these see accompanying samples.

### PRICES OF SPEED PROGRAMS:

	2 Leaf.	3 Leaf.	4 Leaf.
300 Programs.....	\$2.50	\$3.00	\$3.50
500 ".....	3.00	3.75	4.50
1000 ".....	4.00	5.00	6.00
2000 ".....	5.50	7.00	8.50

The above prices are for Programs on good paper stock. For light card board, prices are increased at the rate of \$2.00 per thousand.

Parties desiring Lithograph Folders, or special designs are requested to confer with us, and samples and prices will be furnished.

## ENTRY BLANKS FOR RACES.

As the Rules of the National Trotting Association, and all Racing Associations require that all entries must be made in writing, entry blanks are indispensable. Besides this they will be found convenient to enclose in circulars, or letters to horsemen who are being solicited to make entries, and in taking entries.

### VARIETIES OF BLANKS.

We furnish entry blanks for races, in two different styles, as shown by our samples accompanying.

SIZE 1.—This blank is 4½ x 7 inches, and is the form that has been in general use.

SIZE 2.—This blank is 5 x 9½ inches, and possesses the additional advantage that entries of different horses can be made upon it, while with the other a blank would be necessary for each horse.

### PROGRAMS UPON ENTRY BLANKS.

The back of the Entry Blank can be utilized by putting a program and advertisement of the races upon it, and the whole will form a convenient circular to be distributed among parties that are interested in or admirers of this class of sport.

### READY PRINT BLANKS.

We keep entry blanks of each variety in stock, ready printed, having blanks for the mailing address, and name of Secretary, to be written in.

### PRICES OF ENTRY BLANKS.

	50	100	250	500	1000
No. 1, Ready Print	.25	.40	.75	1.25	2.00
No. 2, " "	.35	.50	1.00	1.65	2.50

Blanks printed to order with name of society and name and address of secretary added to the ready print form, 35 cents per lot extra.

Our entry blanks, in lots of 250 or less are put up in tablet form, and in larger orders, about one half in tablets.

WITH PROGRAMS.—Blanks printed with circular, or program upon the back at \$1.00 per lot, extra.

Do your business in a business way and practice economy as well by selecting your outfit from our goods.

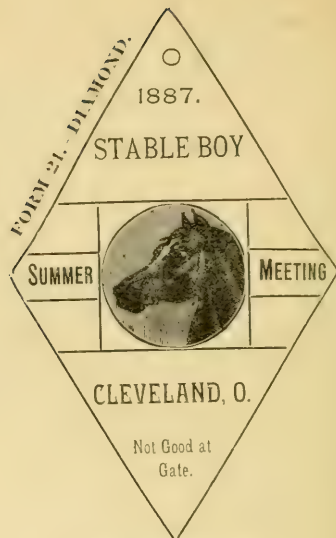




Form 22.—OCTAGON.



Form 24.—SQUARE CLIPPED.



Form 23.—ROUND.



Form 25.—Horse Shoe.



## HORSEMEN'S BADGES.

It is customary for Societies to furnish the owners, drivers, and others connected with race horses, with badges by which they can be identified and allowed to pass in at the gates, and upon the track, or quarter stretch at the time of the races.

### FORMS AND COLORS OF BADGES.

The illustrations upon the opposite page show six forms, either of which may be selected by our customers. The printed matter upon them is only to illustrate the different kinds. Societies ordering can have any printed matter they desire upon their badges.

It is always desirable to have a different shape or color of card for each different purpose for which a badge is to be used, and each different kind ordered of us is so changed as to be readily distinguished from others in the same order.

#### PRICES OF HORSEMEN'S BADGES.

	50	100	200	300	500	1000	2000
Form 25. - - - -	\$1 75	\$2 00	\$2 25	\$3 00	\$4 00	\$6 00	\$11 00
Other Forms, - - - -	1 50	1 75	2 00	2 50	3 50	5 00	9 00

Colors—Red, Blue, Green, White, Yellow, and Salmon.

Our Form twenty-five badge, is cut the shape of a horse-shoe, by dies made expressly for the purpose, and the expense of cutting adds to their price. The other forms are all printed with the 1887, and horse-shoe tint, as per samples.

### STRINGING.

All our badges have punched holes, through which they may be strung, so as to be hung by the cord in a visible place, from a button hole or upon the front of the coat or vest.

Parties who order badges can have them strung by us, with colored twine, or with a fine quality of heavy cord, adapted to the purpose.

PRICE OF STRINGING, with Twine, per 100, 15cts; per 500, 50cts; per 1000, 75cts.  
with Cord, " 25cts; " \$1 00; " \$1 50.

The strings are knotted at the end, and of a length sufficient to allow the cord to be put through the button hole, and have the badge passed through the strands and looped.

### BADGES FOR OTHER PURPOSES.

Sometimes Societies wish a form of ticket to use as a token of authority for admission for such purposes as Supply Wagons, Licensed Carriages, Season Team Tickets, and the like. In such cases, these forms, being different from the ordinary ticket, are very appropriate, and tickets will be made in any of the shapes, for any purpose for which they may be selected, at the prices given.

### BLACKBOARDS FOR RACES

These Blackboards are mounted on Spring Rollers, to roll up like a map, protected from dust, when not in use. They are the cheapest and most durable blackboard in the market. Every Society needs such a board to hang out to announce the result of the heats in its races.

#### PRICES, (net.)

No. 1, 2x3 feet,	:	:	\$1 00.
No. 2, 2½x3½ feet,	:	:	1 50.
No. 3, 3x4 feet,	:	:	2 00.

### JOCKEY CAPS.

Our Jockey Caps are of the best quality, and made with elastic, to fit any head.

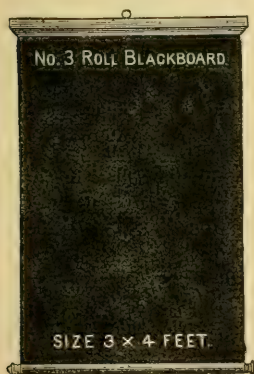
#### PRICES, (net.)

Satin Caps, \$3 00 each;	\$30 00 per dozen.
Flannel " 2 00 " 20 00 " "	

### RULES AND REGULATIONS

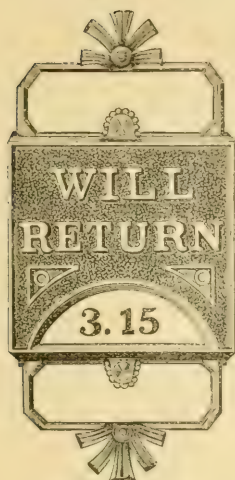
National Trotting Rules—Last Edition,	:	:	:	:	:	25 cents.
American Running Rules	:	:	:	:	:	25 cents.
Fairs Racing Rules, (Trotting and Running,)	:	:	:	:	:	25 cents.

Bills for our goods are payable by Draft, P. O. or Express Order. No allowance made for Exchange or Express charges.



# OFFICE CONVENIENCES AND APPLIANCES.

Prices of These Goods are NET,



DOOR INDICATOR.

## DOOR INDICATOR.

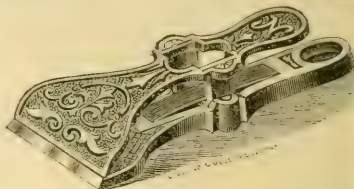
This device is intended to provide an easy and convenient means of placing announcements of various kinds upon doors of offices and business places. The case is permanently attached to the outside of a door and provided with a series of cards, in book form, containing every quarter hour of the day and several miscellaneous announcements such as, "Out of Town," "At Dinner," etc. When the door is closed the card cannot be removed or changed.

PRICE 50 CENTS EACH.

## PAPER CLIPS.

Size 1—1½ x 3½ in.....	10 cts.
" 2—2½ x 4½ in.....	15 cts.
" 3—3½ x 5½ in.....	25 cts.

The spring mechanism of these clips is the best and simplest in use. They cannot get out of repair.



## NOVELTY PAPER FASTENER.

This instrument will be found convenient for binding papers of various kinds into books for filing, or for reference. It is furnished complete with driver and clincher, and has 400 staples, assorted sizes.

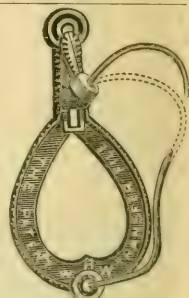
PRICE 50 Cents.



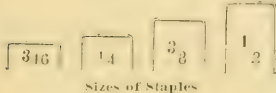
## TRANSFER FILE.

Papers on this file may be conveniently examined without removal, or removed and replaced without disarranging other papers.

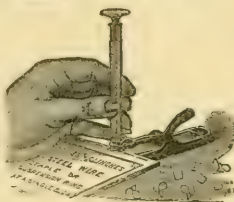
PRICE, Size 3 x 6¼, 25 Cents.



Transfer File.



Sizes of Staples

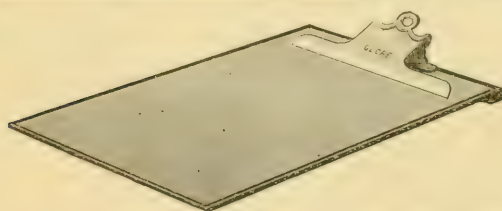


## BOARD CLIPS.

Splendidly made and beautifully finished.

PRICES:

Walnut board, Nickel clip, Letter size, 50 cts; Note, 40 cts.  
Tar Board, " " " " 45 cts; " 35 cts.



## COIN WRAPPERS.

Treasurers will find these Wrappers a great convenience in taking care of the large amount of coin that accumulates during the fair. They are made from strong manilla paper, cut to correct sizes, printed with label showing what they contain, gummed, and ready to roll up the amounts designated.

When coin is wrapped up in packages of convenient sums it can be paid out more freely as it is not so objectionable as when in a loose state, and more accurately as it need not be hurriedly counted.

The Wrappers are made of different sizes to accommodate different sizes of coin and will contain:

Pennies .....25c.	Five-cent nickel.....\$1.00.	Twenty-five cents, silver, \$5.00.	Fifty cents, silver, \$10.00.
2-cent pieces, 50c.	Ten cents, silver, .....\$5.00.	Twenty-five cents, silver, \$10.00.	Dollars.....\$20.00.

We put these up in assorted packages, No. 1 containing ten wrappers of each kind; No. 2, twenty-five of each kind; and No. 3, fifty of each kind.

PRICE, No. 1, 25 cts. No. 2, 40 cts. No. 3, 75 cts.

Any of our patrons who want goods of this class not found in this catalogue are requested to write us, describing them and we will endeavor to furnish them.



## FOUNTAIN PENS.

Secretaries and officers of fairs will find it greatly to their convenience to have a ready pen at all times to use when called upon in the course of their business.



Point Cover.



We have selected the best pens in the market, and offer them with the assurance that they are fully as represented.

These pens are made on the most approved principles, have superior workmanship, and are filled with the best gold pens obtainable.

Price, The Cross Pen, \$2.00. The Wirt Pen, \$2.50.

### STYLOGRAPHIC PENS.

These pens carry a supply of ink for continuous writing the same as the Fountain Pen, but have a rigid point such that shading is impossible with them. They will be found very appropriate for work of making entries, and the like.

#### NO. 1 STYLOGRAPHIC.



Price, Pocket size, Platinum Point, \$2.00

#### NO. 2 STYLOGRAPHIC.



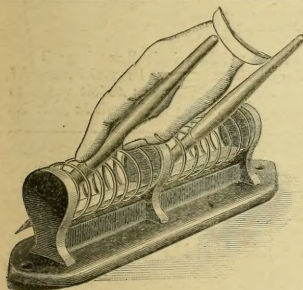
This is a good pen, but not so well finished as the No. 1. It is complete with point cover.

Price, Plain Barrel, Pocket size \$1.00. Engraved Barrel \$1.25.

### PEN RACKS.

The base is made sufficiently heavy for use without fastening and may be also used as a paper weight.

Price 25 cents each.



### DATING STAMPS.

Secretaries and Treasurers who desire to date tickets when issued, or to have their Seal to put upon them to avoid counterfeits, will find these stamps very useful.

#### MODEL BAND DATER.

This stamp has the days months and years on endless rubber bands, which can be instantly brought into position by simply turning the wheels from the outside. It will take a rubber die  $1\frac{1}{4} \times 1\frac{1}{4}$  inches, from which the name of the Society is made to print. The dates always print in center of die.

#### PRICES.

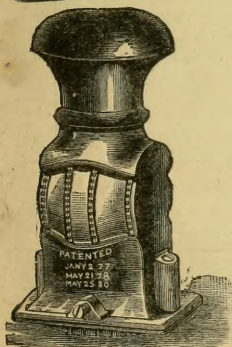
With Die, Ink and Pads, \$3.00, without Ink and pads, \$2.60.

#### RAILROAD STAMP.

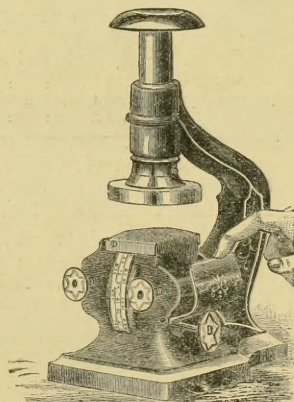
This stamp is the same as is in general use at our railroad stations as a ticket stamp. The date wheels and die are made from hard brass. The die is made round,  $1\frac{1}{4}$  inches in diameter.

Price complete \$7.00.

Prices include die cut to order with name of society and inking ribbon.

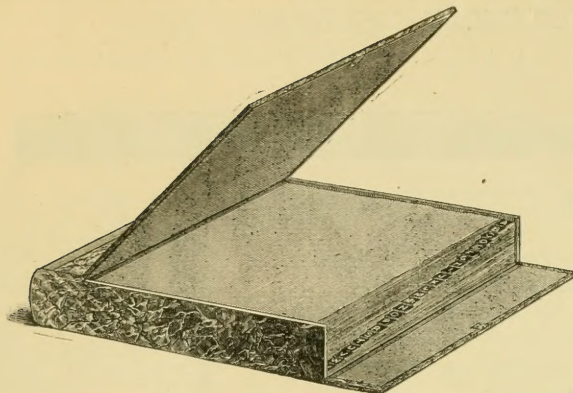


Model Dater.



Railroad Dater.

Don't forget the Farm and Fair Journal. It is the best investment that can be made of a like sum.



## LETTER FILES.

Secretaries of Fairs have, no doubt, often felt the want of something cheap and convenient to use in filing the letters they receive.

This is the cheapest and best popular file in the market. It has no bothersome wires or springs, the index being otherwise securely fastened. It is strongly constructed and neatly finished in imitation leather and marbled paper and when closed is dust proof. The price is so cheap that a new one can be afforded each year, and those of former years preserved as the property of the society with the correspondence within them.

**PRICE, 75 Cents each.** Will hold 300 Letters.

Files of the same character furnished for bills, with lettering upon the back designating the contents.

## PORTFOLIO FILES.

The File shown by the accompanying illustration, made after the style of a pocket book, will be found convenient where correspondence is not too large. It is made of the best manilla stock.

**PRICE, Note Size, 40 cts. Letter Size, 50 cts.**

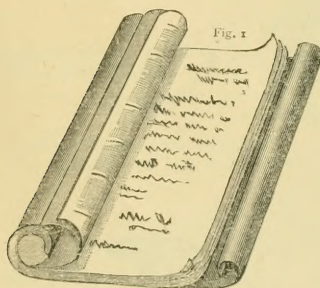
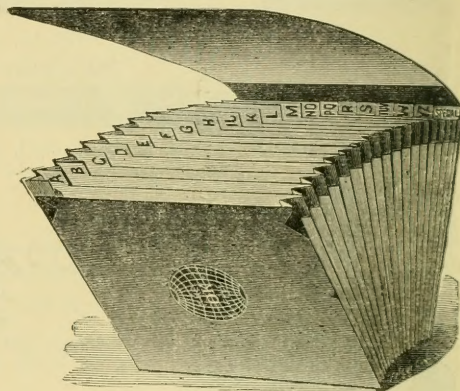


Fig. 2



**Prices.**—100 leaves, 6 x 10, 75 cts; 10 x 12, \$1.00; 10 x 14, \$1.25. 150 leaves 6 x 10, \$1.00; 10 x 12, \$1.30; 10 x 14, \$1.60. Full directions for using accompany each book.



## PERFECT LETTER COPYING BOOK.

Another convenience that Secretaries ought to deem indispensable, is a letter Copying Book, in which to preserve a copy of the letters they send out. This is the simplest and cheapest Copy Book ever introduced. No press is required. It will Copy with ordinary office ink. The process is to use a damp cloth to furnish moisture, and secure pressure by rolling the book in the hands.

## No. 1 COPYING BOOK.

We offer a Letter Book also, adapted to use in a Letter Press. It is made water proof at the binding and possesses the advantage of being provided with moistening pads and oil sheets, by the use of which a number of sheets can be kept moist and ready for immediate use, dispensing entirely with water pot and brush, and where only a limited amount of copying is done with press also.

### PRICES.

Size, 10 x 12, 500 pages.....	\$1.75	700 pages.....	\$2.25.
Size, 10 x 14, 500 pages.....	\$2.25	700 pages.....	\$3.00.

To avoid errors or misunderstandings, use our Order Blanks to make orders upon.



# BUSINESS RULES.

All bills are payable at our office by draft, post-office or express order, for the full amount of the bill.

**TIME DISCOUNTS.**—All fair goods ordered before May 1st, except those marked "net" in our price-list, are allowed a discount of FIVE per cent, and all ordered before June 1st a discount of THREE per cent, and all before July 1st a discount of two per cent. This discount is made to encourage early orders, as we have less work to do before these dates than when the fair season approaches near at hand, and it applies only to goods we are obliged to make to order, the price of other goods being the same at all times.

**CASH DISCOUNTS.**—In addition to the time discount above, we give a discount of five per cent for all orders made before July 1st, which are accompanied by cash, or directed to be shipped C. O. D.

To be entitled to the discounts, the orders must be sent so as to be received within five days after the dates by which they are limited.

**EXCHANGE.**—Our prices are for cash at our office, and buyers will not be allowed to deduct exchange, or cost of remittance from their bills, and, in case draft has to be made upon them to collect the bill, the cost of collection will be added to the draft.

## BILLS PAYABLE AFTER THE FAIR.

Societies desiring such terms are furnished with goods, the bill being payable after their fair, no interest being added or increase in price being made on that account. In case the bill is somewhat large, the Society's acceptance for the amount may be asked for.

**RESPONSIBILITY.**—When credit is asked, we sell our goods to the officer who orders them for the Society he represents, with the understanding that the bill is first to be paid from their receipts, as soon as the fair is over, and the only responsibility we place upon him is to see that the bill is so paid, and orders asking for credit must be made with this understanding.

## FREIGHT AND EXPRESS CHARGES.

Our location is favorable to rapid transit, and the amount of shipping we do makes our business very desirable to railroad and express companies, and to get it they favor us with their best rates. The rates from our city are as low as can be had from any city in the country.

Though we pay no transportation charges ourselves, yet for the benefit of our customers we adopt the shipping lines that will get them their goods the cheapest, when any chance for choice exists.

The best method of sending goods is generally by express, as it secures their speedy and safe delivery; but for packages of considerable size and weight, freight is much the cheaper, and when there is no hurry to use the goods this method is the better; but the delays at transfer points, and slowness of the carriage renders it too uncertain to be relied upon when the time for the fair is approaching near at hand.

When no method of sending is designated in an order, we send by express, unless the package is a heavy one, and there is enough time to get it through as soon as it will be wanted.

The class of goods we make are carried by Express Companies, for publishers, at a special, through

## PRINTED MATTER RATE,

much lower than the regular tariff rate, and saving the extra charges made in going over the lines of different Express Companies. The lines of railroad and express that take our goods connect with all others, and safe and rapid transit is assured in all cases.

The express charges on small packages, such as Entry Books, etc., to any point are usually from 15 to 25 cents, and few packages exceed 50 cents. On account of our special publishers' rate, we can ship the average package of our goods to any point in the Middle States, or east of the Mississippi and Missouri rivers, so that the price of the delivery will rarely exceed \$1.00.

The price of our goods include packing and delivering them on board the cars, but does not include the cost of transmission to their destination.

## RECEIPTS FOR MONEY.

Every sum of money received by us is promptly credited to the sender and its receipt acknowledged by return mail. Those who send money, the receipt for which is not received within a reasonable time, are requested to notify us of the fact.

## SHIPPING BILLS.

Upon every shipment, notice of the same is sent to the consignee, stating the fact, and the route by which sent, and when such a notice is received and the goods do not arrive in due time, we should be notified of the fact, in order to trace their whereabouts and hasten their delivery. As soon as an order is fully filled the customer is furnished with an itemized bill of the same.

## ERRORS IN PRINTING.

The advisability of ordering goods of our house is increased by the fact that we are so familiar with this class of work that we can avoid the errors of inexperienced printers, and where proper caution has been taken in ordering, so that the fault is properly with us, all errors made in getting out goods for our customers, if requiring it, will be made good by supplying other goods in their place, free of charge to the customer, but no deduction in price will be allowed where the goods are used unless we are notified of the error as soon as the goods are received. We guarantee **FULL COUNT** in all cases, and any shortage that is found should be reported at once.





# \* GENERAL \* INSTRUCTIONS \* TO \* CUSTOMERS. \*



**Order Blanks** are furnished with this Catalogue, and should be used in making the order, as they are explicit, and will aid in making the order understandingly. A copy of the items made in the order should be retained.

**Order Early**—you can get a handsome discount by so doing. It gives us a chance to get out the work before the rush comes, and, if correspondence is necessary to explain any portion of it, there will be time for it. If you don't want the goods shipped before a specified time, they will be held by us until the named date.

**Furnish Copy.** Any of our regular goods can be ordered from the form number, as given in this Catalogue, if the names and dates to be used instead of those upon the form, are given us, but, when anything special is wanted, it is best to send outline copy of it. If you have an old ticket or printed form similar to what you want, send it, or the sample cards we send will answer as copy, by crossing out the printing not wanted, and interlining that to take its place.

**Write Plainly.** Too much caution cannot be given about the plain writing of proper names, and directions about an order. If your letter head does not give them, send something that has names and dates printed upon it, if you have it, such as a premium list or program.

**Dont Mutilate** this Catalogue by cutting out the illustrations to send us as copy. Either draw something like it with a pencil, or refer to it by the number of the form, and it will be as intelligible to us as it can be made by destroying the Catalogue.

**What to Order.** When you do not find the goods you want described in this Catalogue, or are in doubt about the character or application of any of our supplies, write us and let us know about it, and we will endeavor to satisfy you. If we do not have what you want we will no doubt be able to make it, or know where it can be found.

In some instances Secretaries are inexperienced, and write us to send them such an outfit as we deem best adapted to their fair, remarking that we know what they need better than they. We are always willing to aid our customers in every way possible, and give them the benefit of our experience, but advise in such cases, that as complete a list as they can make, of goods they suppose they want, be sent, or of such as have been used by their Society, in former years.

Parties who expect to order Entry Books, but do not know what kind are best suited for them, if they will send us their premium list, and the probable number of entries they will have, will be furnished with our judgment as to the selection, by return mail.

In ordering tickets, don't make the number too small. A few extra only costs a small sum, and it is always much preferable to have a few too many than not enough.

**Paying Bills.** We furnish goods cheerfully to our customers who are responsible, and wait until their fair is over for the pay, and a proper return of the courtesy requires a payment of the bill at as early a day after the fair is over, as the money can be sent. Those who want such a credit should so state it with the order, in order that we may know their intent on as to payment, and not bother them with statements before the account will be due.

**Dates of Fair.** If the dates of your fair have not already been furnished us, they should be, in order that we may know how soon the goods are needed.

**Inquiries.** We have an extended experience in conducting fairs, and excellent opportunities for observing the methods of others, and secretaries who wish our judgment upon any matter over which they are in doubt, can have it upon application. Inquiries pertinent to the fair business will be cheerfully and promptly answered at all times.

Address orders and communications to

THE FAIR PUBLISHING HOUSE,  
NORWALK, OHIO.

## ATTRACTIONS.



If you want an attraction of any kind to aid in drawing a crowd to, and enhancing an interest in your fair, we can aid you in securing one. We act as agent for several parties who are exhibiting attractions at fairs, and will have the arrangement of their dates for the season.